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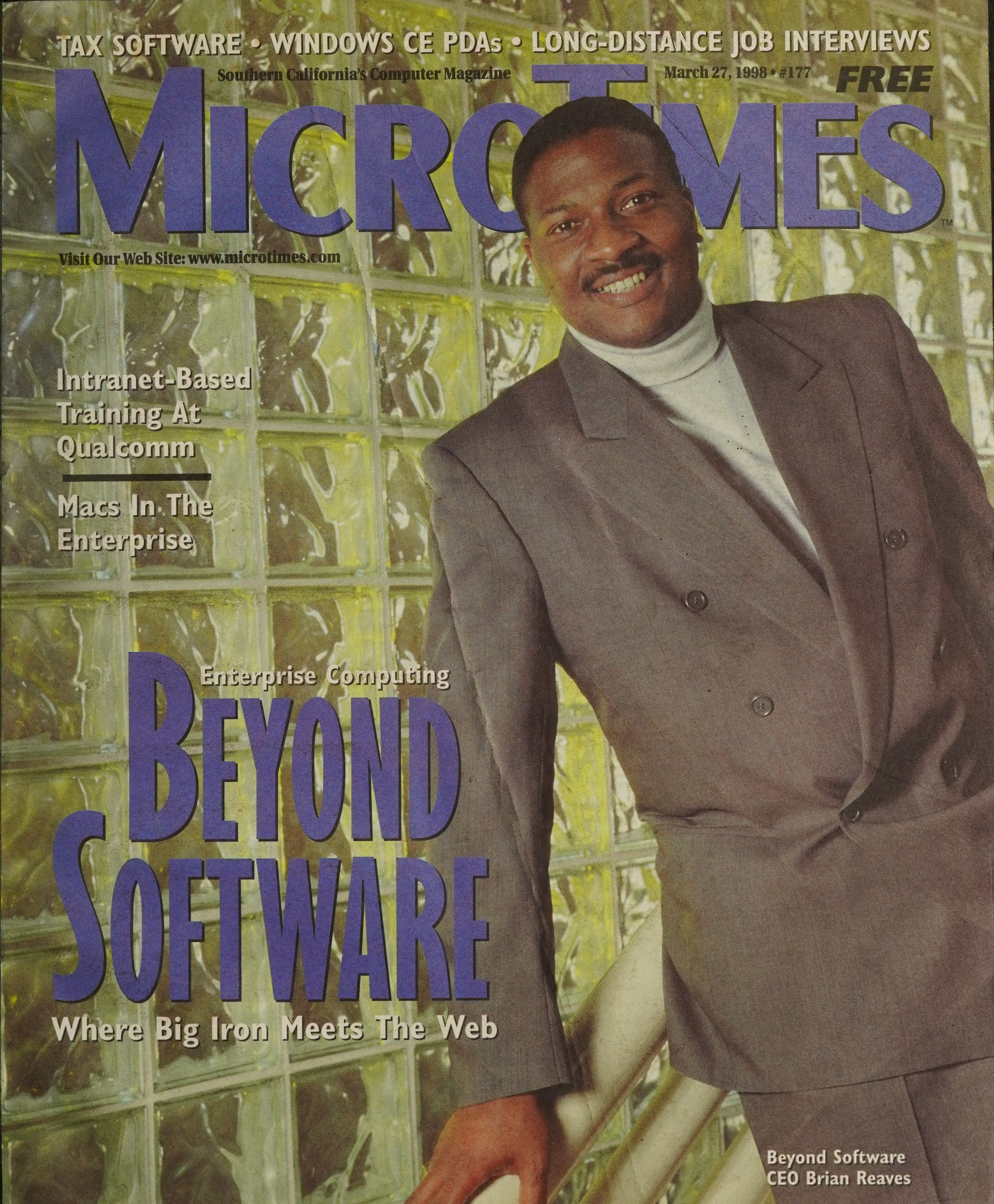

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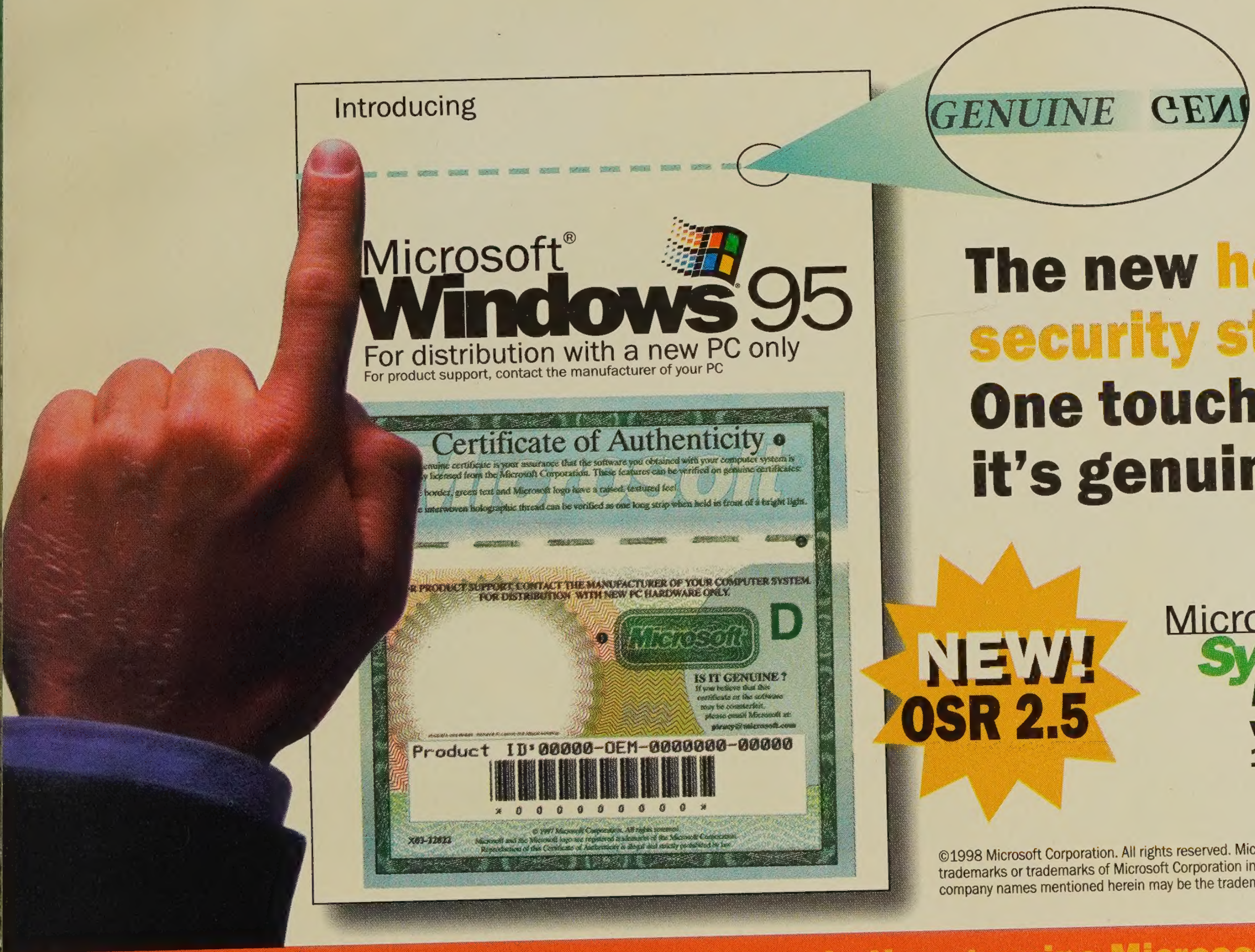
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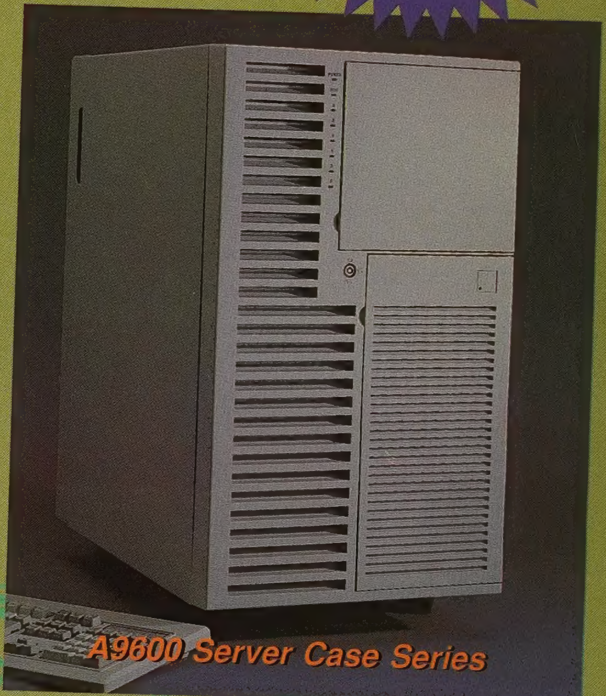
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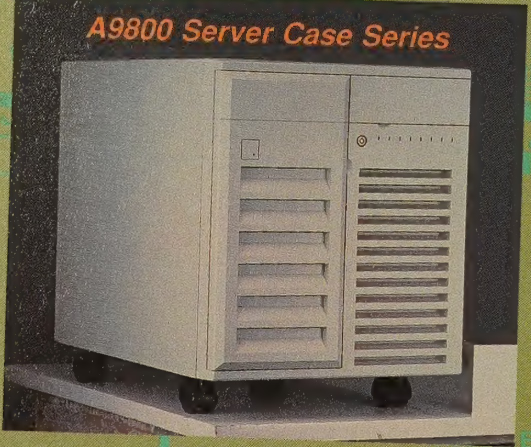
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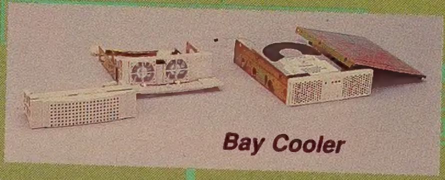
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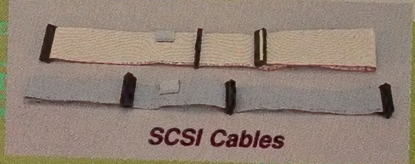
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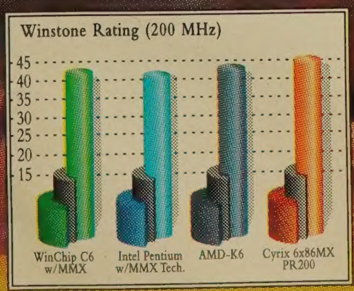

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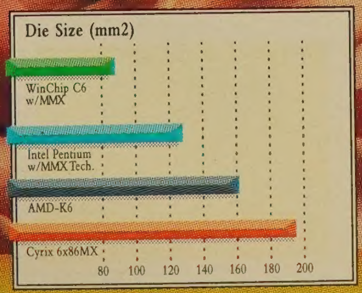

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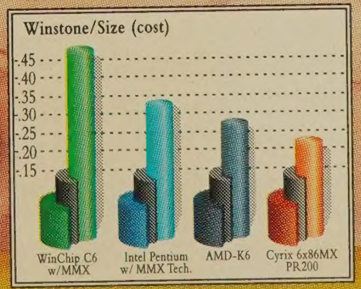

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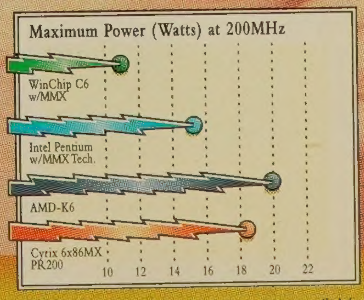

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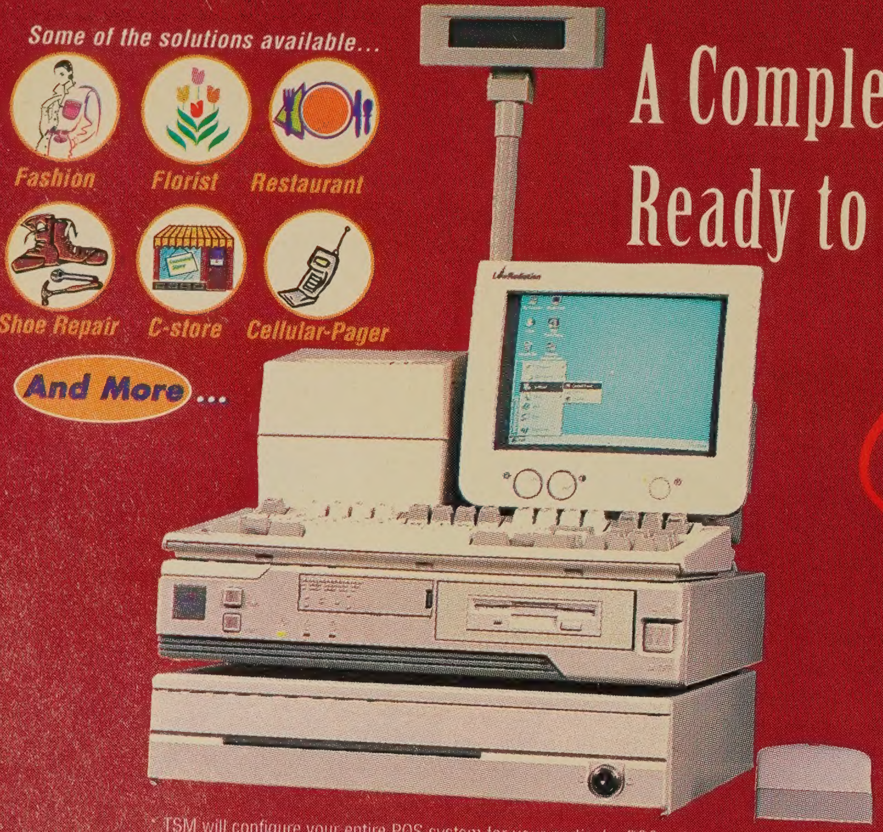

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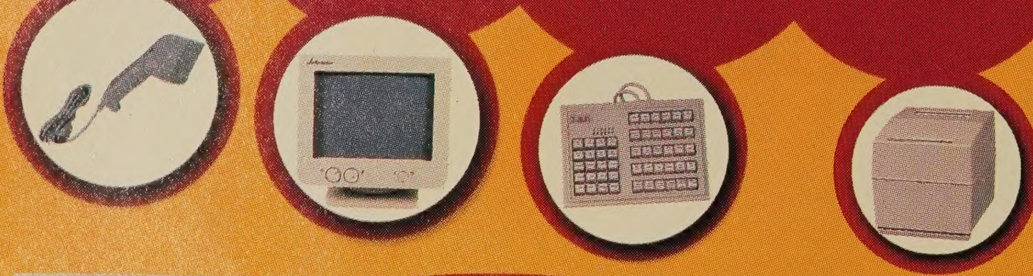

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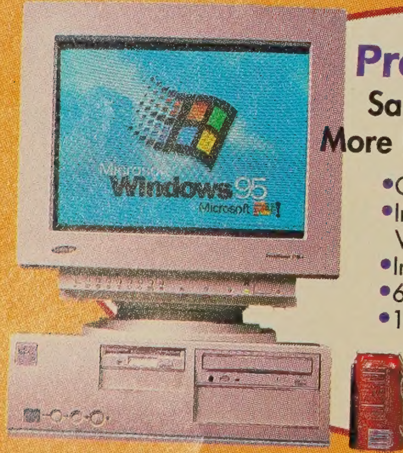

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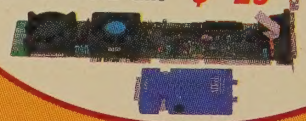

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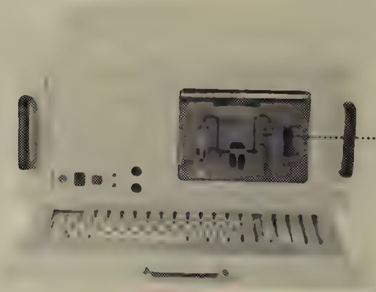

SR-5930

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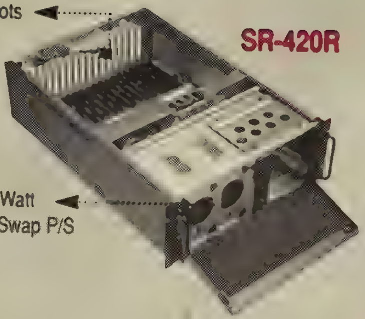

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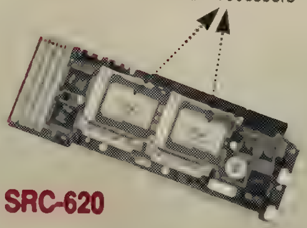
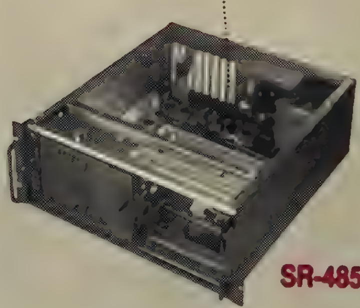


SRC-620

Dual Processors



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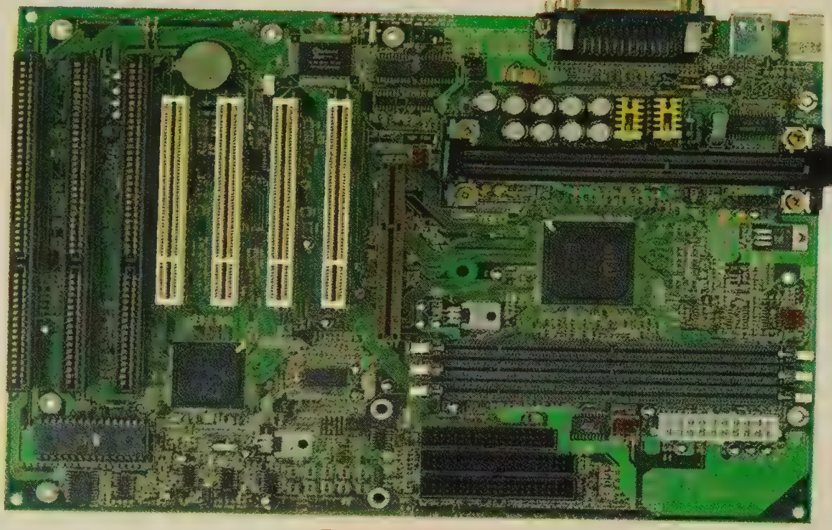

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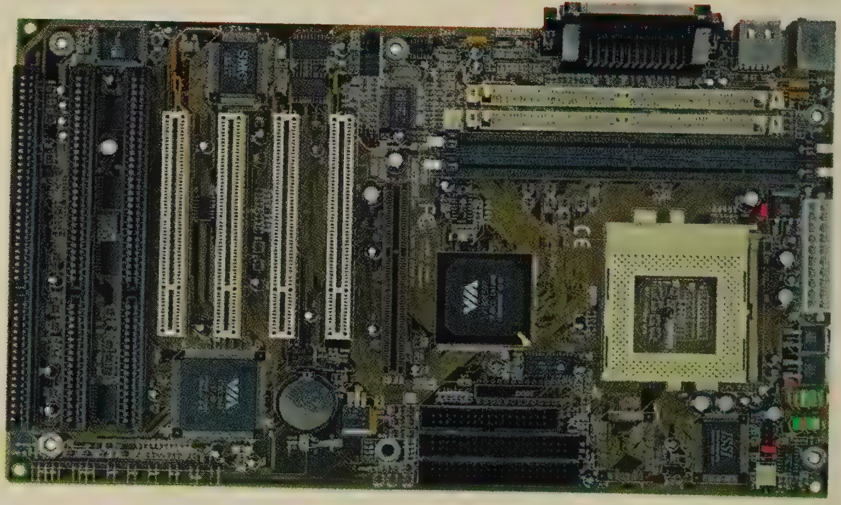
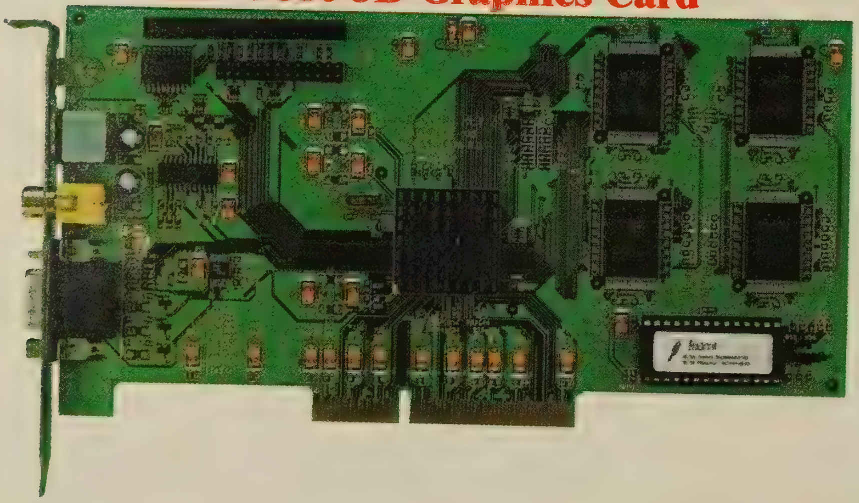


AGP 9800 3D Graphics Card



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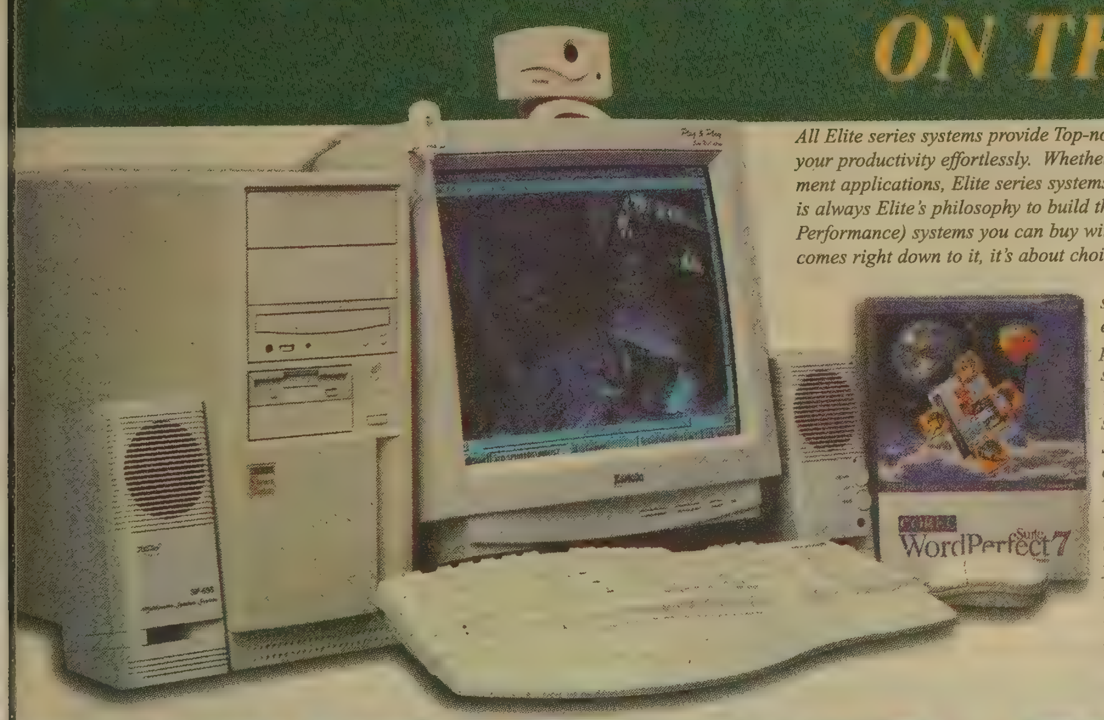

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- **Windows '95 certified** 104-keys Keyboard

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- **Tower Case,** Amplified **80 Watts** Speakers
- **High Speed** 2 Serial, 1 Parallel & **USB** Ports
- Microsoft Windows '95 & Hi-Res. Mouse
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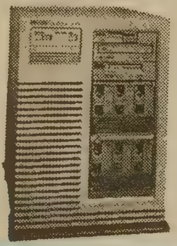

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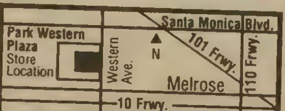

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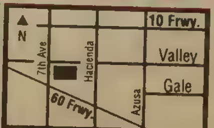

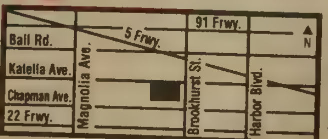

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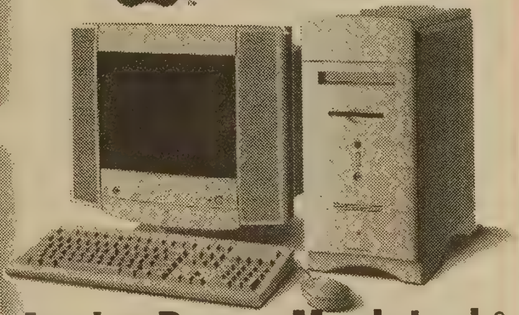

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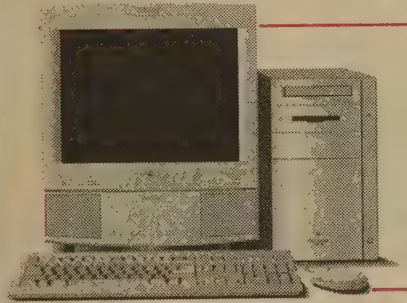

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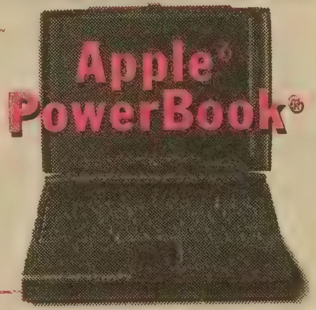

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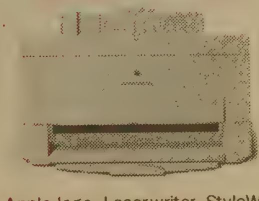

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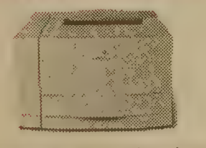

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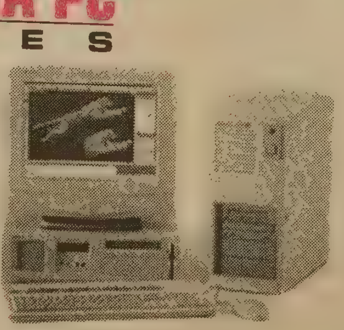

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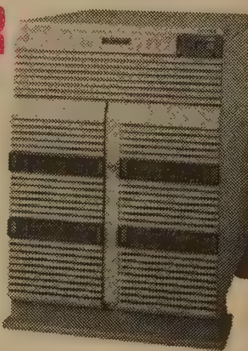

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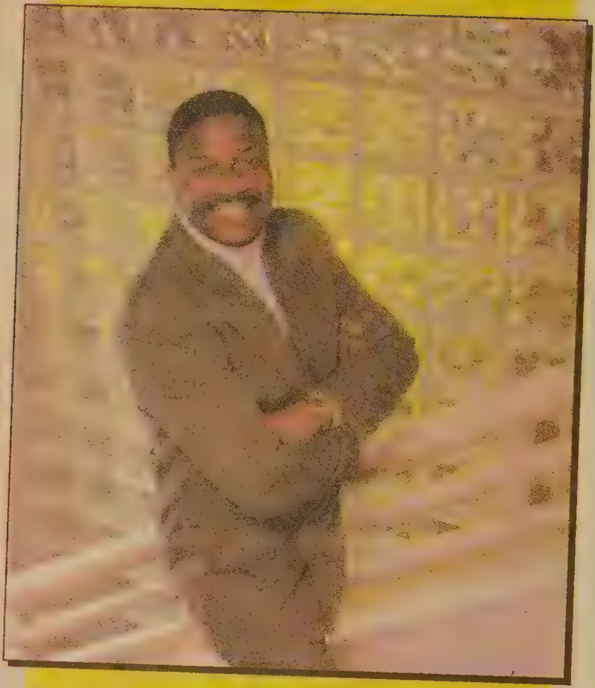

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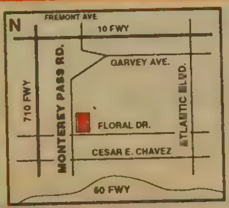

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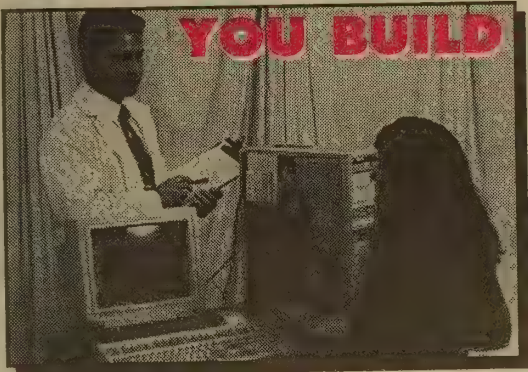

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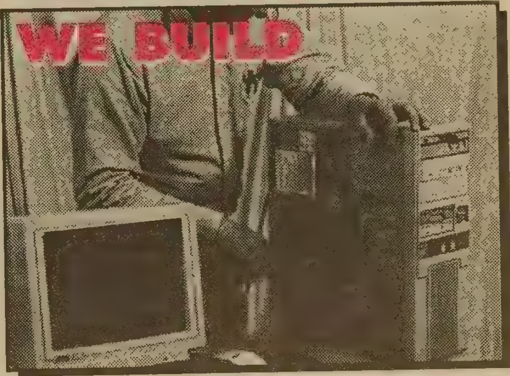

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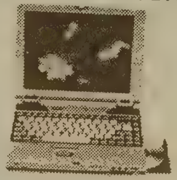

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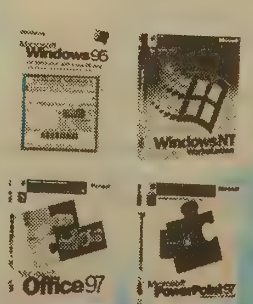

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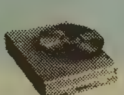

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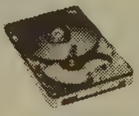

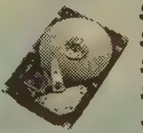

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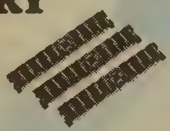

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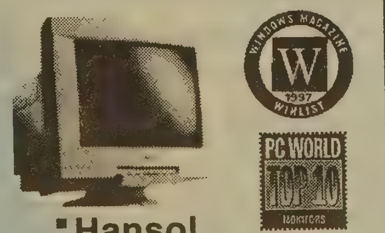

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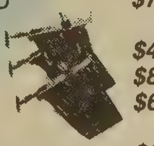

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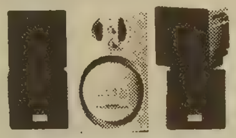

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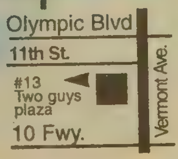

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Contributors
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Ivars Bezdechi

Robert Moskowitz

John C. Dvorak

Douglas J. Nakakihara

Jonathan E.

Fabian Pascal

Bennett Falk

Tony Reveaux

Paul Hoffman

Birrell Walsh

Woody Liswood

Ivars Bezdechi is a senior contributing editor for *MicroPublishing News*, a digital design and imaging trade journal based in Los Angeles. He has also written for the *San Diego Union-Tribune*. When he's not doing that, he is an actor in the Southern California film industry.

Jennifer R. Cherniss specializes in making boring technical information seem less so. You may complain to her at (510)893-5753.

John C. Dvorak (*dvorak@dvorak.org, www.dvorak.org*) writes many columns, hosts the "Software/Hardtalk" radio show, and finds inspiration in strange places.

Jonathan E. has worked with desktop multimedia since 1988. His USPS mailing address is c/o SoundSwell, 54 29th St., Richmond, CA 94804. His email address is *jeve@well.com* .

Bennett Falk works for Cloudscape, an Oakland-based Internet startup.

Bill Gram-Reefer, based in Concord, CA, is president of WORLDVIEW, specializing in connectivity and communications. He has been writing about Macintosh computers since 1984.

Paul Hoffman is an independent consultant who's been writing about computers for over fifteen years.

Ed Kahn (*edkahn@well.com*) is a folklorist who maintains a strong interest in computers and lives in the East Bay.

Peter Linde is currently serving his fourth year as a member of BMUG's Board of Directors. He is the CEO of his own Mac and PC consulting company based in the San Francisco Bay Area. He is oh-so-very happy to receive correspondence at *pbl@lindegroup.com* .

Woody Liswood (*woody@well.com*) is a Nevada-based writer and consultant.

A. Lizard is a pseudonym for an East Bay consultant.

Robert Moskowitz (*RMoskowitz@aol.com*) is a consultant based in Woodland Hills.

Douglas J. Nakakihara is the products documentation manager for NewTek, Inc. He also dabbles in 3-D animation and writes for various publications. Check out his Web site at *http://www.netcom.com/~djn* .

Fabian Pascal is an independent industry analyst, consultant and author specializing in database management. Author of two books and a CBT course, he has contributed extensively to many industry publications, including *Database Programming and Design, DBMS, DataBased Advisor, BYTE, Computerworld*, and *Infoworld*.

Sam Penrose is a long-time BMUG volunteer and the author of BMUG's "Which Mac Should I Buy?", a practical guide to selecting your next Mac.

John S. Quarterman (*jsq@mids.org*) is the senior technical partner of MIDS (Matrix Information and Directory Services) and editor of *Matrix News*. He is a longtime observer, consultant, and writer on the matrix of electronic networks.

Tony Reveaux is a San Francisco-based consultant/writer who writes the "MediaScan" column in *Film/Tape World*. He can be reached via the Internet at *tonyr@dnai.com* .

David A. Simon, CPA (M.S., Taxation) has a tax and accounting practice in Oakland, and is co-author of *Business Contracts: Forms and Tax Analysis* (Wiley Law Publications). His clients include professionals and businesses throughout the state. He can be reached at (510)893-5753 or *dsimon@pacbell.net* .

Birrell Walsh (*birrell@well.com*) is a contributing editor for *MicroTimes* and a freelance writer for *BYTE* and other magazines.

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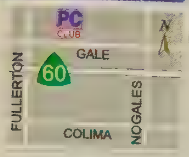
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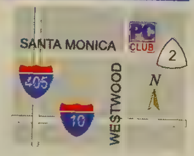
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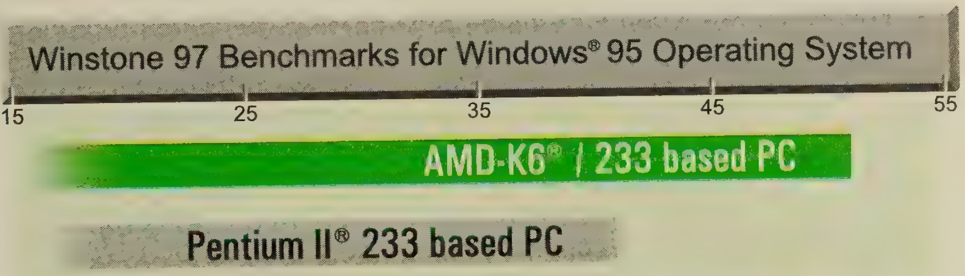

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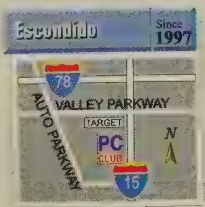
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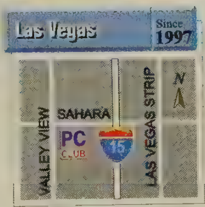
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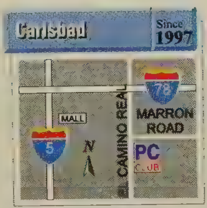
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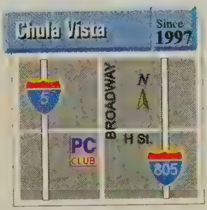
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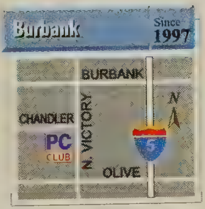
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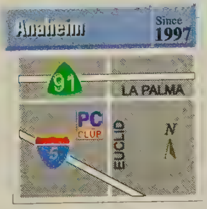
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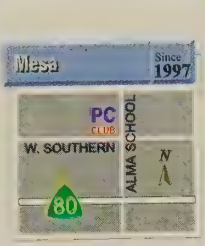
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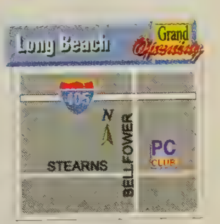
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ThinkPad 380ED	Pent-™/166 MMX	16MB	3.0GB+8X-20X	12.1" Active	$2675.
ThinkPad 380ED	Pent-™/166 MMX	16MB	5.1GB+8X-20X	12.1" Active	$2867.
ThinkPad 560E	Pent-™/166 MMX	16MB	2.1GB	12.1" Active	$2867.
ThinkPad 560X	Pent-™/233 MMX	32MB	4.0GB	12.1" Active	$3536.
ThinkPad 760XL	Pent-™/166 MMX	16MB	2.1GB	12.1" Active	$3754.
ThinkPad 765D	Pent-™/166 MMX	32MB	3.0GB+8X	13.3" Active	$3880.
ThinkPad 770	Pent-™/233 MMX	32MB	4.0GB	13.3" Active	$4205.
ThinkPad 770	Pent-™/233 MMX	32MB	4.0GB	13.3" Active	$4301.
ThinkPad 770	Pent-™/200 MMX	32MB	3.2GB	13.3" Active	$3631.
ThinkPad 770	Pent-™/233 MMX	32MB	5.1GB	14.1" Active	$4970.

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Model	Processor	Ram	HD	Screen	Price
4140X	Pentium™/133MMX	16MB	1.4GB+20X	12.1" Dual Scan	$1398.
4350X	Pentium™/150MMX	16MB	2.1GB+20X	12.1" Active Clr.	$1598.
4360X	Pentium™/166MMX	16MB	2.1GB+10X	12.1" Active Clr.	$1798.
7360	Pentium™/166MMX	32MB	2.1GB+10X	12.1" Active Clr.	$2028.
7370	Pentium™/200MMX	32MB	3.2GB+20X	12.1" Active Clr.	$2948.
7560	Pentium™/166MMX	32MB	3.2GB+10X	13.3" Active Clr.	$2298.
7580	Pentium™/233MMX	32MB	3.2GB+20X	13.3" Active Clr.	$3858.

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70CT	Pentium™/120MMX	16MB	1.58GB	6.1 Active Clr.	$1928.
220CDS	Pent-133	16MB	1.34GB+10X	12.1" Dual Scan	$1318.
430CDT	Pentium™/120	16MB	1.2GB+10X	11.3" Active Clr.	$1638.
440CDX	Pent-133 MMX	16MB	1.34GB+10X	12.1" Fast Scan	$1538.
440CDT	Pent-133 MMX	16MB	1.34GB+10X	12.1" Active Clr.	$1698.
460CDX	Pent-166 MMX	32MB	2.02GB+10X	12.1" Fast Scan	$1968.
460CDT	Pent-166 MMX	32MB	2.02GB+10X	12.1" Active Clr.	$2838.
470CDT	Pent-200 MMX	32MB	2.02GB+10X	12.1" Active Clr.	$2818.
480CDT	Pent-233 MMX	32MB	3.82GB +10X	12.1" Active Clr.	$3398.
3600CT	486DX2-50	8MB	250MB	8.4" Active Clr.	$998.
3600CT	486DX2-50	8MB	500MB	8.4" Active Clr.	$998.
650CT	Pentium™/133	16MB	1.2GB	11.3" Active Clr.	$1798.
660CDT	Pentium™/150	16MB	1.35GB+10X	11.3" Active Clr.	$1958.
300CT	Pent-133 MMX	32MB	1.51GB	10.4 Active Clr.	$1918.
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320CT	Pent-266 MMX	32MB	3.87GB	Panoramic Act.	$3548.
520CDT	Pent-166 MMX	32MB	2.02GB+10X	12.1" Active Clr.	$2598.
520CDT	Pent-166 MMX	32MB	3.87GB+10X	12.1" Active Clr.	$3028.
530CDT	Pent-166 MMX	32MB	2.02GB+10X	12.1" Active Clr.	$2918.
550CDT	Pent-266 MMX	32MB	3.82GB+20X	12.1" Active Clr.	$3824.
730XCDT	Pent-150 MMX	16MB	2.1GB+6X	12.1" Active Clr.	$2138.
740CDT	Pent-166 MMX	16MB	3.0GB+10X	13.3" Active Clr.	$2838.
740CDT NT	Pent-166 MMX	16MB	3.0GB+10X	13.3" Active Clr.	$3028.
750CDM	Pent-233 MMX	32MB	4.77GB+20X	13.3" Active Clr.	$4798.
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VL5	Pentium 166 MMX	16MB	2.5GB	Win-95 / WFW	$ 957.
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VL5	Pentium 200 MMX	32MB	2.5GB	Win-95 / WFW	$1204.
VL5	Pentium 233 MMX	32MB	2.5GB	Win-95 / WFW	$1339.
VL5	Pentium 200 MMX	32MB	2.5GB+24X	Win-95 / WFW	$1254.
VL5	Pentium 233 MMX	32MB	2.5GB	Win-95 / WFW	$1254.
VL6	Pentium II 233	32MB	2.5GB	W-NT 4.0	$1551.
VL6	Pentium II 233	32MB	2.5GB	Win-95	$1449.
VL6	Pentium II 266	32MB	2.5GB	W-NT 4.0	$1797.
VL6	Pentium II 266	32MB	2.5GB	Win-95	$1695.
VL6	Pentium II 266	32MB	2.5GB	W-NT 4.0	$1882.
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1530DM	P133-MMX	16/80MB	1.4GB+10X	12.1"Dual Scan	$1946.
1540DM	P150-MMX	16/80MB	2.1GB+20X	12.1"Dual Scan	$2240.
4150	P150-MMX	16/80MB	1.6GB	12.1"Dual Scan	$2179.
4160T	P166-MMX	16/80MB	2.0GB	12.1"Dual Scan	$3137.
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4220T	P266-MMX	32/96MB	4.0GB	12.1" Active Clr	$3895.
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7330T	P150-MMX	16/128MB	2.1GB	12.1" Active Clr	$1881.
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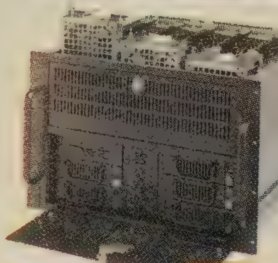

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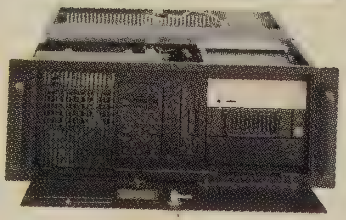

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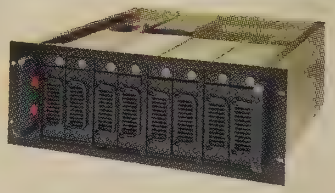

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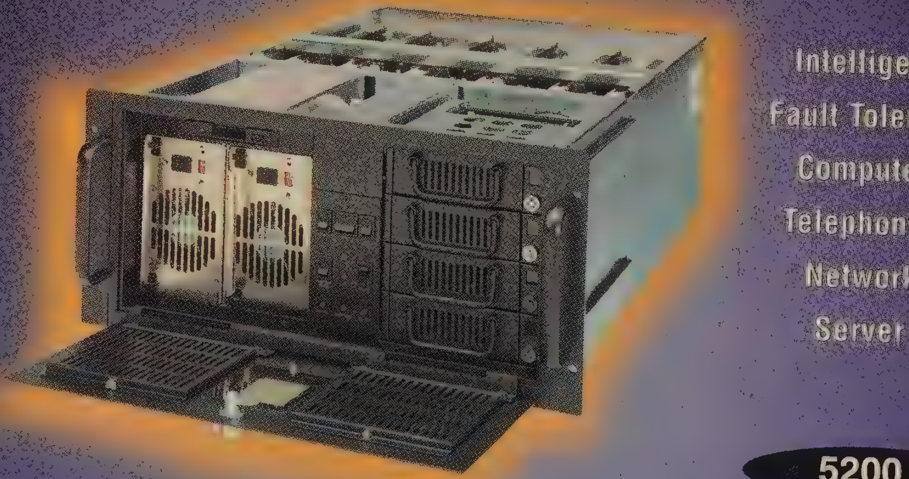

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440CDT	Pent. 133MMX	16MB	34GB + 10X 12.1" Active Clr.	$1599
460CDX	Pent. 166MMX	32MB	2.02GB + 10X 12.1" Fast Scan	$1599
460CDT	Pent. 166MMX	32MB	2.02GB + 10X3 12.1" Active Clr.	$2299
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510CDT	Pentium®/133	16MB	2.1GB + 10X 12.1" Active Clr.........	$1899
520CDT	Pent. 166MMX	32MB	2.02GB + 10X 12.1" Active Clr.	$1899
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530CDT	Pent. 166MMX	32MB	2.02GB + 10X 12.1" Active Clr.	$2799
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- **6.4GB** Ultra ATA Hard Drive 33MB/S Transfer Rate
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- **17"** SVGA **Voxon** Monitor **.26mm** NI.
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- Intel Triton Pentium II 440LX **AGP**set Motherboard
- 512K Cache Memory
- **32MB** of **SDRAM** Memory DIMM
- **3.2GB** Ultra ATA Hard Drive 33MB/sec Transfer rate
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- **Genuine Sound Blaster Vibra** with 32 Wave-table
- **56K** Fax Modem with **Voice**
- **15″** SVGA **Voxon** Monitor .28mm NI.
- **EZC** Keyboard
- **EZC** Mouse w/Internet Button
- 180 Watts Stereo Surround Speaker
- Premium ATX Med Tower Case FCC, UL. Approved
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6600	233MMX	32MB	3.0GB	14.1" Active	$2345
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- 12.1" Active Matrix 800x600 SGVA Display
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- 16-bit Stereo Sound with 2 Stereo Speakers and 1 Microphone
- Built-in Touchpad Pointing Device
- 1 Type III & 2 Type II PCMCIA Slots which Supports Zoom Video
- 43 Watt NIMH Battery Pack
- Ports: 1S, 1P, Game/Midi, Ext. Keyboard, Ext. CRT & infra Red
- A4 Size 86-Key Windows 95 Keyboard
- Microsoft Windows 95
- Carrying Bag & AC Adapter

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Windows95

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- Intel Pentium® Processor
- 256KB L2 Pipeline Burst Cache
- 2MB Video RAM
- 64-Bit VGA Controller on PCI local Bus Architecture
- 16MB EDO RAM, exp. to 80MB
- Removable Hard Drive
- 12.1" Dual Scan or 12.1" Active Matrix 800x600 SVGA Display
- Built-in 3.5" 1.44MB FDD
- 16-bit Stereo Sound with 2 Stereo Speakers and 1 Microphone
- Built-in Touchpad Pointing Device
- 1 type III & 2 Type II PCMCIA Slots which Supports zoom Video
- 43 Watt NIMH Battery Pack
- Ports: 1S, 1P, TV-Out, Game/Midi, Ext. Keyboard, Ext. CRT & Infra Red
- A4 Size 86-Key Windows 95 Keyboard
- Microsoft Windows 95
- Carrying Bag & AC Adapter

MODEL	PROCESSOR	RAM	HDD	SCREEN	PRICE
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8400	166MMX	16MB	1.4GB	12.1" Active	$1395
8400	200MMX	32MB	2.1GB	12.1" Active	$1495
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8680	233MMX	32MB	3.0GB	12.1" Active	$1695
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ACCOUNT EXECUTIVES Christopher Brunner, Michael Iannarelli, Gail Kodama, Marsha Miller, Tom Neighbors, Joe Perez
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email: editors@microtimes.com
EDITOR Mary Eisenhart
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ART DIRECTOR Rick Colby
EDITORIAL DESIGNER Eleanor Carag
EDITORIAL ASSISTANT Sara Tassione
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CONTRIBUTING EDITORS Lenny Bailes, Jennifer R. Cherniss, John C. Dvorak, Jonathan E., Bennett Falk, Bill Gram-Reefer, Ed Kahn, Robert Moskowitz, Douglas J. Nakakihara, Fabian Pascal, John S. Quarterman, Tony Reveaux, David A. Simon, CPA, Birrell Walsh, Jim Warren
CONTRIBUTING WRITERS Nick Anis, Laura Bell, Ivars Bezdechi, Cynthia Dyer-Bennett, Anna Couey, Matthew Leeds, Woody Liswood, Pamela Mason, Herb Mendelsohn, Michelle Rafter, Kevin Savetz
CONTRIBUTING PHOTOGRAPHERS Jay Blakesberg, Tustin Ellison, Michael Jay, Anne Knudsen, Ann Summa

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News and Views

BY PAUL HOFFMAN

Industry Insights

Netscape's Free Source Code Gamble

Many parts of the computer industry have very different ways of doing things. The UNIX world is completely different from the PC world; the Internet is different from proprietary networks; and so on. When a company in one world starts acting like the folks in a different world, everyone takes notice.

When Netscape recently announced plans to give their browser software away for free, it didn't cause much of a stir. The browser was already shareware (although Netscape didn't use that term), and probably half the copies in use weren't paid for anyway. Although Netscape was making money on selling the browser, Microsoft was giving the competing browser, Internet Explorer, away for free, which made it harder for Netscape to get market share.

The Netscape browser, now called Communicator, was Netscape's best method of getting the company name in front of people. This is why they could afford to distribute the browser as shareware, why they could give PC makers who were willing to put Netscape on their systems very low prices, and why they could afford to stop making money on the browser altogether and give it away. If you associate the term "Netscape" with "Internet," it helps Netscape sell their higher-priced software, namely Internet servers for the Web, email, and so on.

At the same time as Netscape said they would give the browser away for free, they made a second announcement that turned many heads: They would also give away the source code for the browser. People who had the right compiler could take Netscape's source code and compile it themselves. More importantly, programmers could change the source code to add features or remove bulk. It's not completely clear when the source code will be available, but it will probably be before this summer.

The practice of giving away source code is quite common in the UNIX world, where all the popular server and client software is freeware that comes with source code. Source code was also distributed with early PC freeware, but that practice became almost nonexistent by 1985 or so. Today, all non-commercial UNIX software still comes distributed as source code, but almost no other software is.

Keeping The Name Alive

The avowed reason for distributing the source code is that programmers around the world will look at it and add features they like. Netscape will require anyone who makes changes to the code to give those changes to Netscape for incorporation into future versions of Communicator. By doing this, they hope that future Communicator versions will have even more features than Internet Explorer, particularly features that Netscape might not have added themselves if they hadn't released the source code.

> The UNIX world is completely different from the PC world; the Internet is different from proprietary networks; and so on. When a company in one world start acting like the folks in a different world, everyone takes notice.

This makes good sense. During the recent cutbacks at Netscape, many of Communicator's developers were laid off, meaning that it would be hard to get lots of new features into future versions of the software. By distributing the source code, they are in essence hiring a vast array of free programming help (although Netscape may even pay for some of the features they see added to Communicator). Even if this horde of programmers don't produce many useful or interesting features, they will certainly find bugs that only someone looking at the source code could find.

However, this brings up the risk in the strategy. If those programmers find enough bugs, Netscape's good name could be tarnished. Let's face it: every program has bugs. Big programs like Communicator and Internet Explorer have more bugs than small programs. If instead of getting lots of good enhancements to Communicator, Netscape only gets lots of bug fixes, there's a good chance many programmers will report "boy, their software is buggy!" and possibly hurt Netscape's reputation. The fact that they might find just as many bugs in Internet Explorer won't matter; the visible bugs will be in Netscape's code.

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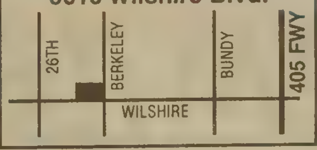

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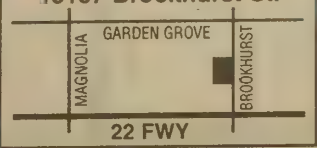

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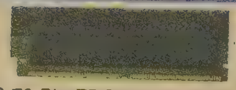

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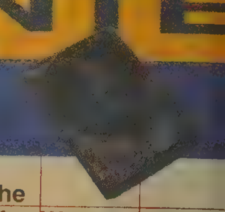

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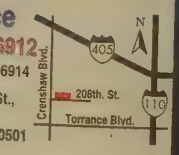

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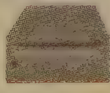

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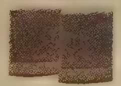

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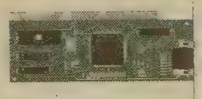

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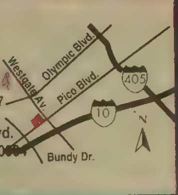

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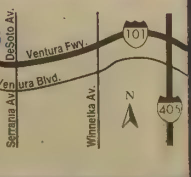

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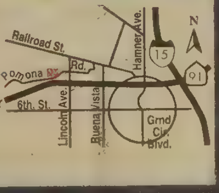

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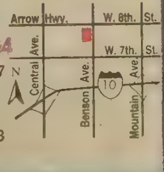

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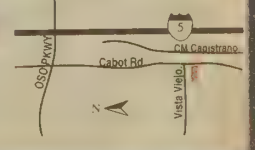

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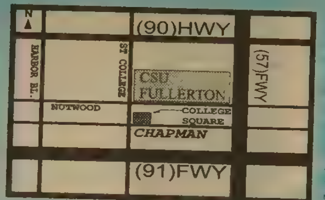

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Industry Insights *continued from page 20*

The tradeoff strongly favors the positive side for Netscape because even if many bugs are found, they'll be quickly fixed. This is quite different from Microsoft's Internet Explorer, where bugs can only be found by running the program, not by looking in the source codes.

Every PC user has had mysterious crashes or unexplained software behavior that could not be reproduced. Without the source code (and the understanding of how to look through it), you can't determine what happened or even whether it was the fault of the program or the operating system. This is one of the reasons many UNIX system administrators prefer the "UNIX way" and using public domain source code for both their software and their operating system.

Few Will Get Direct Benefit

Of course, few of us are programmers. Ninety-nine percent of Netscape's users won't bother to download the source code because they couldn't read it. Even if they find a bug by running the program, without a good understanding of programming and an hour or more of work, finding the bug in the source code is impossible. In fact, even folks who took a class or two in programming might have a hard time wading through the code, as any programmer would on starting a new job with a large existing code base.

This doesn't mean that these people won't benefit from Netscape's release of the source code. In fact, if only a couple of thousand of Netscape's millions of users start poring over the code, that's many more than are already on Netscape's staff. These people don't report to Netscape's marketing department, so they will feel free to add features that are only wanted by a small number of users like themselves. Who knows—hacking on Communicator could become the next big craze for amateur programmers.

Even if you are a C programmer, you may not have the right development platform to compile the source code. That is, you could look through it, and maybe even find things you want to modify, but unless you can compile the code and build the program, you won't be able to do anything with your changes. Netscape will, of course, specify exactly what you need in order to compile and build the program, but don't be surprised if what's required is a high-end programming environment. On the other hand, they will also probably try to make it as easy as possible for people, so they may find ways to let people with lower-end environments work with the source code.

However, many programmers are looking forward to being able to create customized versions of Communicator for pay. Many companies that have standardized on Communicator might pay thousands of dollars for the few features they wanted added (or taken out). This might be done by in-house programmers, but there will certainly be a market for consultants who know the source code and can make strategic changes for a company that uses Communicator heavily.

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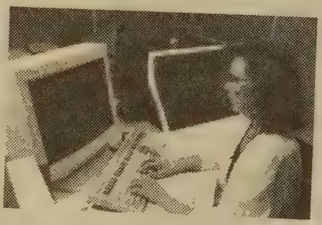

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Industry Insights *continued...*

Not all the changes need to be serious. Someone with a compiler who spends a week or so looking for cute changes to make could even make a Web site where you pick and choose the customizations you want, pay maybe $10, and download your customized version. The better the customizations, the more people will pay, and the more the customizations will be copied.

Parts Will Be Missing

Netscape didn't write every line of Communicator's code by itself. There are many portions of the program that they licensed, often in source code, from other companies. It is unlikely that all these other companies will say, "Sure, give away our software for free." Thus, the Communicator kit will probably have some holes in it.

This could be a serious problem for Netscape, if important parts of Communicator aren't available, but so far, they are not worried about it. Even though the source code for some of these parts will not be available, Netscape could still ship the part as a programming object that can be embedded in an otherwise-customized browser, for example. Or, Netscape could build in "hooks" for the parts, and others could create equivalent software that works the same. Either way, the majority of the browser will be available to programmers who want to create their own browsers.

Beware Of Trojan Horses

As with any program, security will be a big issue with any copy of Navigator that you get from anyone other than Netscape directly. With the source code available, it will be easy for a malicious programmer to put a trap door in the program that causes damage to your computer or steals data from your hard drive. This may sound terrible, but it's true for any program you run on your computer, even Internet Explorer.

Having a hundred different versions of Communicator available from dozens of different sources will be confusing to many users. Things will certainly get worse if some of them are discovered to contain dangerous code. This could be a black eye for Netscape, or it could just cause most people to go to the Netscape site for their copies of Communicator, the way they do now.

Netscape isn't the only company that is going to have to deal with security problems in distributed browsers this year. Microsoft's use of ActiveX is sure to come back and bite it soon. Recently a respected cryptographer showed how a site could surreptitiously cause Internet Explorer users who visit the site to download a program that would steal their private keys off their systems. This would then allow the others to impersonate you electronically. This is fixable, but Microsoft's response was that there really wasn't a problem.

Given a situation like this, Netscape publishing its source code could look like a wonderful step. A problem is found, and enterprising programmers fix it and post the fixes on the Web. While this may be too chaotic for some people to handle, even if you don't download the fix of the day, you would have the benefit of knowing that the bug was found and fixable.

If Netscape plays it right, it could retain its image of being more nimble and responsive than Microsoft, which in turn could lead to more sales of other Netscape products. ■

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Stock Chart on page 32

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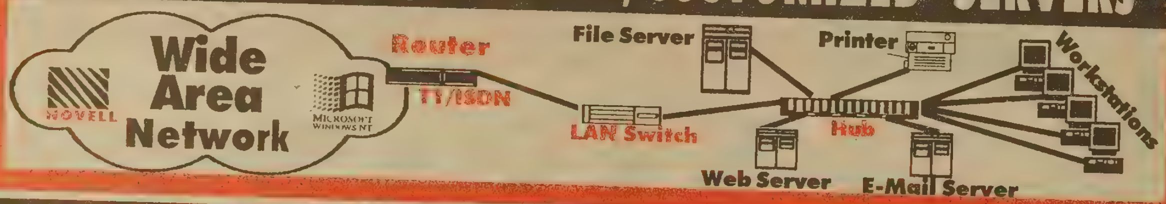

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	Cash
6X Read 4X Write Int. SCSI CDR400T (OEM)	$469
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5 User Competitive Upgrades $ 399*

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Windows NT Workstation v4.0 (OEM)	$189^
Win NT Server v4.0 w/10 Users (OEM)	$799^
Office PRO 97-CD (OEM)	$259^
Window 95-CD (OEM)	$ 99^
Window 95 License only (OEM)	$ 79^

^OEM Softwares Sold with purchased of Server & WK ONLY

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BackOffice Server v2.5 for Windows 95 (CD)	1419**
Exchange Server v5.0 w/ 5 Client Lic.	599**
FrontPage 97 for Win95/NT (CD)	79**
Mastering Visual J++ for Win95/NT (CD)	49**
Office 97 for Win 95/Win NT	149**
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PROXY SERVER FOR WIN NT	569**
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SQL Server v6.5 for Window NT 5 Users System	769**
System Management Server v1. 2 (CD)	369**
TECHNET STARTER KIT SERVER for Dos	389**
Visual Basic Enterprise Edit v5.0 for Win95/NT (CD)	179**
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Visual C++ v5.0 Pro for Win95 w/Career Choice (CD)	109**
Visual C++ v5.0 Enterprise For Win95/NT (CD)	189**
Visual FoxPro Pro v5.0 for Win95 Prof.ED(CD)	89**
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Window NT Server V4.0 w/ 5 User Client Lics. (CD)	459**
Window NT Server V4.0 w/ 10 User Client Lics.(CD)	639**
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3Com NOVELL ARTISOFT

10 TP HUB

5 Port	$39
8 Port	$49
8 Port w/BNC	$59

3Com OFFICE CONNECT

4 Port 10 TP	$ 69
8 Port 10 TP	$ 89

FAST 10/100 AUTO-SENSING Hub

6 Port	$499
12 Port	$899

intel intel intel

10/100 Auto-Switch

24 Port 10/100 Switch

GIGABIT

99

10/100 ISDN Router

$599 w/NT1 BUILT-IN

10 or 100 TX HUB

12 Port 10/100 $ 859

24 Port 10/100 $1199

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/6.4GB/8.4 GB	239 /289/369
/6.4GB/8.4 GB	209 /289/389

Seagate

/2.1GB/2.5GB	139 /149/169
/4.2GB	189 /219

DIGITAL

/2.5 GB/3.2GB	169 /189/
/5.1 GB/6.4GB	229 /259/

SCSI

RPM 3.2 GB U Fireball	289
RPM 4.3 GB U/ 6.4 GB U	319 /429
RPM 4.55 GB U Viking	489
RPM 8.4GB U	539
RPM 9.1GB U Atlas II	969
RPM 2GB U (ST52160N)	219
RPM 2.2GB U Barracuda	389
RPM 4.55GB U Barracuda	599
RPM 4.55GB U Cheetah	699
RPM 9.1GB U Barracuda	959
RPM 9.1GB U Cheetah	1,099

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RPM 2.2 GB UW	199
RPM 4.55 GB UW Viking	399
RPM 9.1 GB UW Atlas II	799
RPM 2.1GB UW Barracuda	399
RPM 4.55GB UW Barracuda	499
RPM 4.55GB UW Cheetah	699
RPM 9.1GB UW Barracuda	859
RPM 9.1GB UW Cheetah	1129
tal-7200 RPM 4.3GB UW	539
tal-7200 RPM 9.1GB UW	799

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adaptec

PCI Bus SCSI For CDR	129
Ultra PCI Bus Master SCSI-III	279
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PCI Ultra 2 Wide SCSI Kit	479
Ultra MultiChannel PCI	459
Ultra Wide MultiChannel PCI	499
PCI For Win95/NT	299
/UW SCSI PCI For Win95/NT/Mac	689
UW SCSI RAID 0,1,5 For NT	479
UW SCSI RAID 0,1,5 For NT	759
U SCSI RAID 0,1 For NT WK	389
RAID SCSI-II for Novell	599
PCI RAID MultiChannel For Novell	699
Mac Kit UW SCSI-3 PCI	289
Mac Kit PCI UW Dual Channel	539
Notebook SCSI-Removable Drive	119
Notebook SCSI-All SCSI Devices	199
Notebook USCSI3 Removable Dr	229
For	229

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IIID PCMCIA 10 TP	139
IIID PCMCIA 10TP&Coax	169
PCMCIA 10TP +33.6 Modem	259

PCMCIA 10/100 TP

PCMCIA	$199
CARD BUS	$169
56K Modem	$399

Ethernet Coax & 10TP	129
10 TP & Coax Combo	89
PCMCIA 10/100TP	169
CardBus PCMCIA 10/100TP	169
10/100TP + 56K Modem	369

PCMCIA 10/100 TP

PCMCIA	$169
CARD BUS	$169
56K Modem	$369

Ethernet 10 TP / Combo	289 / 319
IIPS 10 TP / Combo	189 / 229
PCMCIA 10 TP +33.6 Modem	299
Xircom PCMCIA 10 TP & Coax +33.6 Modem	399
USRobotics PCMCIA 56K Modem X-Jack	249

NETWORK PRINT SERVER

HEWLETT PACKARD

HP JetDirect 150X Ext 10TP For Novell / NT	189
HP JetDirect EX Plus(J2591A) BNC & TP Ext	289
HP JetDirect EX Plus3 BNC & TP (For 3 Printers)	419
HP JetDirect 10/100 10TP (J2556B) Int.	459

intel Connects up to 3 Printers

Intel NetPort Express Int. 10 TP & BNC	199
Intel NetPortExpress PRO Ext 10TP & BNC	359
Intel NetPortExpress PRO/100 Ext. 10/100TP	

NETWARE CONNECT

NOVELL

Netware Connect II 2 Users w/Connect View	299
Netware Connect II 8 Users w/Connect View	1,199
Netware Connect II 32 Users w/Connect View	3,399

DIGIBOARD

Acceleport 2E for Win / Remote Lan, NT	239
Acceleport 4E ISA for Novell & NT	489
Acceleport 4R PCI for Novell & NT	599
Acceleport 8E for Novell & Win NT	629
Acceleport 2E w/ NetWare ConnectII 2 Users	479
Acceleport 4E w/ NetWare ConnectII 4 Users	1159

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Allied Telesyn

ENET Trans 10 Base T or BNC Coax to AUI	49

NETWORK UPS SYSTEM

APC

Back-UPS PRO 280 PNP For Win 95	159
Back-UPS PRO 420 PNP For Win 95	239
Back-UPS PRO 650 PNP For Win95	289
Back UPS System 420NET	289
Smart UPS System 700 NET	399
Smart UPS System 1000NET	559
Smart UPS System 1400NET	699

TRIPP LITE Yes NetWare.

Smart 450 NET UPS System Lan	259
Smart 700 NET UPS System Lan	309
Smart 1050 NET UPS System Lan	399

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CHEYENNE

ArcServe / Solo Back Up 1 User For Novell	149
ArcServe For Netware v6.1 10 Users	349
ArcServe For Netware v6.1 & 25 User Wk.	599
ArcServe For Netware v6.1 Enterprise	1399
ArcServe / Solo Back Up For Win 95	129
ArcServe For Win NT v2.01 Workstation	279
ArcServe For Win NT v6.0 Single Server	699
ArcServe For Win NT v6.0 Enterprise	999

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TapeStor 8GB IDE TR4 Tape Dr. Only	299	/-----
TapeStor 8GB IDE TR4 Dr.w/SW, Cartridge	359	/499
TapeStor 8GB SCSI TR4 Tape Dr Only	299	/-----
TapeStor 8GB SCSI TR4 Dr w/SW Cartridge	359	/499
2GB SCSI DAT DDS 1 5.25" Tape Drive	659	/799
4GB SCSI DAT DDS 1 5.25" Tape Drive	699	/799
8GB SCSI DAT DDS-2 5.25" Tape Drive	899	/ 999
24GB SCSI DAT DDS-3 5.25" Tape Dr.	1399	/1499

Seagate Back Up Software

Backup Software Windows 95	89
BackUp Software Novell Workstation	119
BackUp Software Novell Server & 25 Users	369
BackUp Software-Novell Server & Ultd Users	499
Backup Software-Novell Server Enterprise	999
BackUp Software Windows NT Workstation	279
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Backup Software-WinNT BackOffice Bundle	1299

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5 Port (2 BNC/ 2 RJ 45/1 AUI) Repeater	299

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Netopia ISDN Internet Router w/Smartip 12 USER	899
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E45 PII-233 w/16MB,24X,NO-HD (D4973A)	$2199
E45 PII-233 w/32MB,24X,4.2GB-HD(D4974A)	$2599
PII-266 w/32MB,24X,NO-HD (D4975A)	$2599
E45 PII-266 w/32MB,24X,4.2GB (D4976A)	$2899
E45 PII-266 w/64MB,24X, 4.2GB (D5971A)	$3099
LCII PII-266 w/32MB,24X,NO-HD (D4907A)	$2899
LCII PII-266 w/64MB,24X,NO-HD,RAID (D5016A)	$4299
LCII PII-300 w/64MB,24X,NO-HD(D5969A)	$3599
LHII PII-266 w/64MB,12X,NO-HD(D5017A)	$4499
LHII PII-300 w/64MB,12X,NO-HD(D5021A)	$4999
LHII [illegible] w/64MB,12X,NO-HD(D5023A)	$6299
LXE PPRO-200 w/64MB,4X,NO-HD(D4920B)	$9699
LXEPPRO-200 64MB,4X,NO-HD ARRAY(D4925B)	$11599
LX PPRO-200 w/64MB,4X,NO-HD(D4311B)	$12699

IBM Business Partner IBM SCSI SERVER

P200 w/32MB,8X,No-HD (86390E5)	$ 1999
PPRO 200 w/32MB,8X,No-HD(8638PS0)	$ 2399
PPRO 200w/32MB,8X,4GB HD (8638PSW)	$ 2899
PII-233 w/32MB,512K,8X,No-HD(8639PTO)	$ 3299
PII-233 w/32MB,512K,8X,4GB HD (8639PTW)	$ 3999
PII-266 w/ 64MB,512K,8X(8639PB0)	$ 3799
PII-266 w/64MB,512K,8X,RAID(8640PB0)	$ 5999
PPRO 200w/256MB,8X, No-HD(86505M0)	$12799

ASANTE 10 Port SWITCH Hub (2 Port 100TX, 8 Port 10TP) $ 1899

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- 32MB,3.5" FD, 24X CD Rom
- 2.1 GB EIDE HD
- PCI Super VGA Card w/ 1MB
- PCI Combo Network Card
- Mouse, Keyboard, Tower Case
- Monitor Sold Separately

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Pentium 200 MMX	$ 959
Pentium 233 MMX	$1059
Pentium II - 233 MMX	$1299
Pentium II - 266 MMX	$1399
Pentium II - 300 MMX	$1599

NOVELL/WIN NT SCSI SERVER

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- 2 GB Ultra Wide SCSI HD
- PCI Super VGA Card w/ 1MB
- PCI Combo Network Card
- Mouse, Keyboard, Tower Case
- Monitor Not Included

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Pentium 200 MMX	$1359
Pentium 233 MMX	$1459
Pentium II - 233 MMX	$1699
Pentium II - 266 MMX	$1799
Pentium II - 300 MMX	$1999
Upgrades to 64 MB Ram	$129 Add
Upgrades to 128 MB Ram	$359 Add
Upgrades to 4GB Ultra Wide SCSI HD - 8 ms	$299 Add
Upgrades to 9GB Ultra Wide SCSI HD - 8 ms	$699 Add

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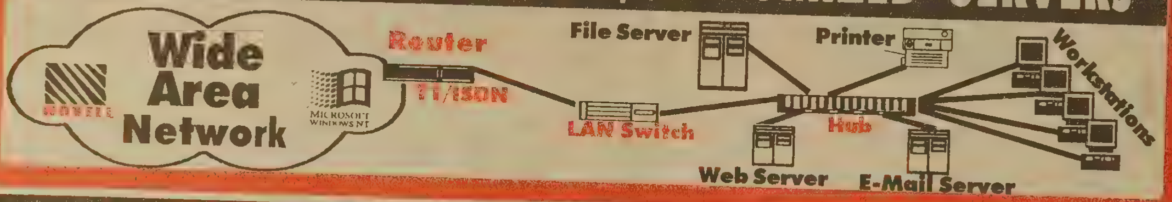

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- PCI Combo Network Card
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Pentium 200 MMX	$ 659
Pentium 233 MMX	$ 759
Pentium II - 233 MMX	$ 999
Pentium II - 266 MMX	$1099
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Creative Lab Sound Card & Speakers	$ 99 Add.
SVGA Monitor : 14" / 15" /17"	$ 159/ $ 199 / $ 499

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- Win95/NT/Novell For PC/Mac
- Firewall Security, Support Multi-Users
- Connect upto 3 Ext. Modem

Internet Analog Router:

M3 Enet. 4 Port 10TP + 3 Serial Ports $399

Remote Access/Internet Analog:

M3T Enet. 4 Port 10TP + 3 Serial Ports $599

Remote Access / Internet ISDN

ENTRE ISDN Enet. 4 Port 10TP + 2-Phone $639

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4 Port 100TP	$ 199
8 Port 100TP	$ 359
12 Port 100TP	$ 499
4 Port 10 TP Hub/ 10TP & Coax Hub	$69/ 99
8 Port 10 TP Hub/ 10TP & Coax Hub	$89/139
16 Port 10TP & Coax Hub	$ 21
ISDN External Lan Modem	$ 39
ISDN Remote 510S Internet Access	$ 539
Fax Server-1 Line For Win NT / Novell	$1299
CD-Rom Server 10 TP & Coax	$ 699
Remote Access Server 1000	$1099

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Storage by Sony

24 GB Fast SCSI DAT DDS-3

24 GB Int SCSI Tape Backup Drive Only	$ 1389
24 GB Int SCSI Tape Backup Drive w/Software	$2299*
24 GB Ext SCSI Tape Backup Drive Only	$ 1459
24 GB Ext SCSI Tape Backup Drive w/Software	$2359*

*Software: ARCserve v6.0 Enterprise For Novell / NT

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8 GB Int SCSI Tape Backup Drive Only	$ 999
8 GB Int SCSI Tape Backup Drive w/Software	$1299*
8 GB Ext. SCSI Tape Backup Drive Only	$ 1299
8 GB Ext SCSI Tape Backup Drive w/Software	$1599*

*Software: ARCserve v6.0 Single Server For Novell / NT

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SONY

	Cash
MVC-FD5 W/Flash,LCD, JPEG, 3.5" Disk,640x480	$479
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Kodak

	Cash
DC50 Zoom, Flash,1MB,JPEG,756x504	$ 489
DC200 Flash,LCD,JPEG, 4MB,1152x864	$ 589
DC120 w/Zoom,Flash,LCD,2MB,1280x960	$ 769
DC210 W/Zoom,Flash,LCD,4MB,1152x864	$789*
2MB/4MB/ 10MB/24MB/32MB	$49/79/ 179/299/359

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HITACHI - MPEG Full Motion

MPEG1A 20 Min. Full Motion & Sound,JPEG,352-240 $2399

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CREATIVE LAB

WEBCAM For Internet w/Video 160x120 Capture 320x240 $159

intel - USB PORT

Create & Share Camera w/software (USB Port) $189

Kodak - USB PORT

	Cash
DVC 300 Digital Video Camera Only For Win 95 (USB Port)	$ 95
DVC 323 Digital Video Camera (USB Port)	

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Cu-See Me Software V3.0 for Win95/NT	$79
Internet Phone Software V5.0 For Win95/NT	$49

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AVerMedia

AverKey TV Genie Ext.TV Turner w/REMT,CTRL	$149
Aver TV-Phone TV/FM Tuner w/Capture Board,REMT	$159
AverKey 3 PLUS For Presentation TV w/REMT CTRL	$259
MPEG-1 WZARD-740x756,30fps-NTSC,20fps-PAL	$289

AITech Vision For Multimedia

PC/TV AirLink-Wireless REMT CTRL (PC to Home TV)	$299
AIGotcha!2 (Capture Images from VCR/Camcorder)	$129

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16X SCSI 5-Disc CD Changer w/CTRL,SW	$ 499
16X/ 7Bay/ 4DR/ 20 Disc SCSI CD Changer w/SW	$ 1699
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16X/14Bay/14DR/70 Disc SCSI CD Changer w/SW	$4699
PD MO/CD Rom Drive 4X Int. SCSI w/CTRL,SW	$ 499
PD MO/CD Rom Drive 4X Ext.SCSI w/CTRL, SW	$ 589
16X SCSI Reader Network Tower 4-Drive,512K Buffer	$1099
CDT 4032 CD Rom Network Tower - 4 CD Rom Drive	$ 1199
CDT 70032 CD Rom Network Tower-7 CD Rom Drive	$1699

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PHILIP

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2X/2X/6X IDE OminWriter CD-RW w/SW	$439/509

RICOH

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2x2x6 Int. IDE CD-RW w/Software	$389
2x2x6 Int.SCSI w/ SW,CTRL For PC (MP6200S)	$449
2x2x6 Int SCSI CD-RW Only w/2MB (MP6201S)	$499
2x2x6 Ext.SCSI w/ SW,CTRL For PC & Mac (MP6200S)	$599
2x2x6 Ext.SCSI CD-RW Only w/2MB (MP6200S)	$599

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	Cash INT / EXT
12X/4X/4X Rewritalbe SpeedWrite w/SW	$499/599

YAMAHA 2MB

	Cash
2X/4X/6X Int. [illegible] CDR40001 CD-RW w/SW	$599
2X/4X/6X Int SCSI CDRW4260 CD-RW Only	$4[illegible]
2X/4X/6X Int.SCSI CDRW4260 CD-RW w/SW	$599
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ADAPTEC

	Cash:
Easy CD Creator Deluxe Software For Win 95/NT	$ 89
PCI SCSI Controller Card For CDR (AHA-2910B-Kit)	$119
Notebook PCMCIA SCSI For CDR (APA-1460B-Kit)	$119

PLEXTOR 2MB

	Cash: INT / EXT
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	Cash: INT / EXT
6X Read 4X Write w/ Software	$559 / 699
20X Read 8X Write w/ Software	$999 / 1099

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	Cash: INT / EXT
6X Read 2X Write SCSI,w/Ctrl, SW	$389 / 559
4X Read 2X Write IDE w/Software	$359 /----

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6X Read 4X Write Int.SCSI w/Software	$489
6X Read 4X Write Int.*IDE* w/Software	$599
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Microsoft

NT Server v4.0

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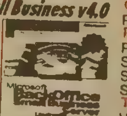
BackOffice Server for Small Business v4.0



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Visual C++ v5.0 Enterprise For Win95/NT (CD)	189**
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Visual J++ Pro for Win 95	59**
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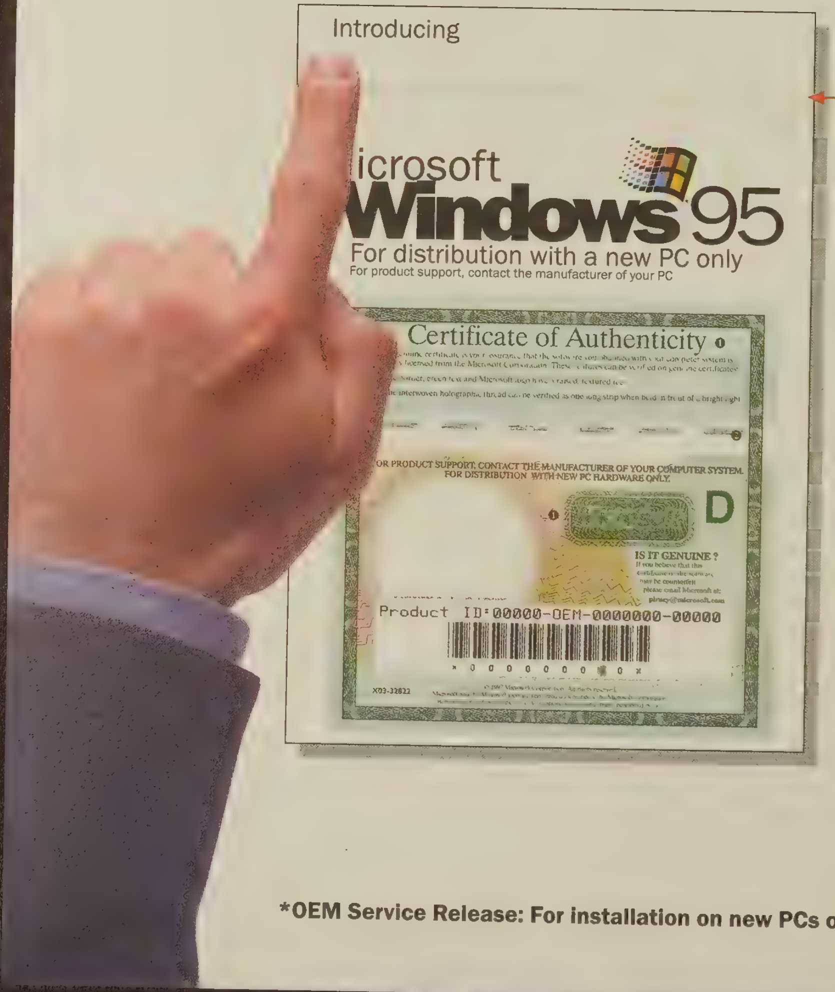
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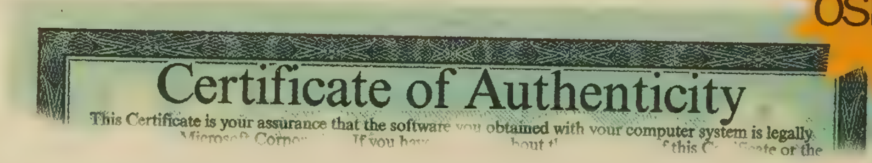
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NAS	Autodesk		ADSK	39.50	46.44	6.94	17.56	150	0.20	0.43	51.13	28 88
NAS	Borland		BORL	8 75	8.69	-0 06	-0.71	-	0.00	0.00	12.19	5.88
NAS	Broderbund		BROD	21.06	23.50	2.44	11.57	-	0.00	0.00	37.75	17 75
NAS	Informix		IFMX	6.38	7 38	1.00	15.69	-	0.00	0.00	17.88	4.00
NAS	Macromedia		MACR	9.16	11.41	2.25	24.57	-	0.00	0.00	14.34	6.50
NAS	Microsoft	(H)	MSFT	77.72	80.06	2.34	3.02	55	0.00	0.00	86.00	43 75
NAS	Novell		NOVL	7.59	10 75	3 16	41.56	-	0.00	0.00	11.13	6 28
NAS	Oracle		ORCL	23.88	25 31	1 44	6.02	36	0 00	0.00	42 13	17 75
NAS	Symantec		SYMC	24 38	24 00	-0.38	-1 54	21	0.00	0 00	27 75	12 00
	HARDWARE											
NAS	Apple		AAPL	18 31	24 06	5 75	31 40	-	0 00	0.00	29 56	12 75
NYS	Compaq		CPQ	35.06	27.13	-7.94	-22.64	23	0.10	0.37	39.75	14.25
NYS	Digital Equipment	(H)	DEC	60.63	51.75	-8.88	-14.64	33	0.00	-0.00	62.63	25.00
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NYS	Gateway 2000		GTW	39.69	37.63	-2 06	-5.20	54	0.00-	0 00	46.25	19 38
NYS	Hewlett-Packard		HWP	61.69	61 94	0.25	0.41	21	0.60	0.97	72.94	48 13
NYS	IBM		IBM	99 56	98 94	-0.63	-0.63	16	0.80	0.81	113 50	63.63
NYS	Silicon Graphics		SGI	14 69	14 25	-0.44	-2.98	89	0.00	0.00	30.31	10.94
NAS	Sun Microsystems		SUNW	49.88	43.56	-6.31	-12.66	24	0.00	0.00	53.31	25.88
NYS	Tandy	(H)	TAN	41.19	43.50	2.31	5.61	27	0.40	0.92	46.38	24.38
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NYS	Advanced Micro Devices		AMD	19.06	21.00	1 94	10 16	-	0 00	0 00	48 50	2 69
NYS	Cypress Semiconductor		CY	9 94	8.38	-1.56	-15.72	40	0.00	0 00	18 94	7 38
NAS	Intel		INTC	86 50	75 50	-11 00	-12.72	20	0 10	0.13	102.00	62 88
NYS	LSI Logic		LSI	25 13	22.31	-2.81	-11.19	20	0.00	0.00	46.88	18.63
NYS	Motorola		MOT	64.25	55.88	-8.38	-13.04	29	0.50	0.89	90.50	53.75
	COMMUNICATIONS											
NAS	3Com		COMS	32.69	35.31	2.63	8.03	41	0.00	0.00	59.69	24.00
NYS	AT&T		T	63.63	60.69	-2.94	-4.62	21	1.30	2.14	66.50	30.75
NYS	BellSouth Corp.		BLS	57.31	59.50	2.19	3.82	18	1.40	2 35	62.56	39 38
NAS	Cisco	(H)	CSCO	64.38	61 88	-2 50	-3.88	49	0.00	0.00	68 50	30.19
NAS	MCI	(H)	MCIC	47 19	46 56	-0.63	-1.32	-	0.10	0.21	48.47	27.31
NYS	Northern Telecom		NT	46 81	52.56	5 75	12.28	34	0.30	0.57	56.94	31.06
	INTERNET											
NAS	Earth Link	(H)	ELNK	31 75	48 75	17 00	53.54	-	0 00	0 00	54 50	8 63
NAS	Netscape		NSCP	21.94	19.19	-2.75	-12.54	-	0 00	0 00	49 50	14 88
NAS	Yahoo	(H)	YHOO	62.25	75.31	13.06	20.98	-	0.00	0 00	75 31	14.69
	MEDIA											
NYS	Disney	(H)	DIS	108.31	105.19	-3.13	-2.89	37	0 60	0 57	115 75	70 38
NAS	TCI		TCOMA	27 00	29.06	2 06	7 64	-	0.00	0 00	30 81	10.75

KEY NYS = NEW YORK ASE = AMERICAN NAS = NASDAQ
(H) = NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES	20
DECLINES	17
UNCHANGED	0
NEW HIGHS	10
NEW LOWS	0

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	Dell	$	24.88
LARGEST DOLLAR LOSER	Intel	$	-11.00
LARGEST PERCENTAGE GAINER	Earth Link	53.54	%
LARGEST PERCENTAGE LOSER	Compaq	-22.64	%

	CLOSE 02/05/98	CLOSE 03/05/98	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	11808.05	11573.81	-234 25	-1.98
DOW JONES INDUSTRIAL AVERAGE	8117.25	8445.08	327.83	4.04
STANDARD & POOR'S 500 INDEX	1003.53	1035.08	31.55	3.14
N.Y.S.E. COMPOSITE	522.97	540.31	17.34	3.32
NASDAQ COMPOSITE	1676.90	1711.92	35.02	2.09

CLOSING QUOTES FOR GRAPH:

DATE	MICRO TIMES	DOW JONES
07/31/97	11003.29	8222 61
08/28/97	10650.13	7694 43
09/25/97	11081.52	7848.01
10/16/97	10985.85	7938.88
12/10/97	10922.72	7978.79
01/14/98	10813.50	7784.69
02/05/98	11808.05	8117.25
03/05/98	11573 81	8445 08

Source: Nordby International Inc. (*http://www.nordby.com*), Boulder, CO.
This information is based on sources believed to be reliable, and while extensive efforts are made to assure its accuracy, no guarantees can be made. Nordby International assumes no liability for any inaccuracies. For information on Nordby's customized financial research services, call (303)938-1877.

Stocks continued their assault on the record books last month, as new high after new high was set. As a result, the Dow Jones Industrial Average hit an all-time high during the month before light profit-taking trimmed that figure to 8445.08 at month's end. When the books were closed on the record-breaking month and the buy orders were swept up, the Dow had notched a 327.83-point advance, or 4.04%, before pausing for rest and relaxation.

The MicroTimes Stock Index reversed the upward trend and headed south. Our index dropped -1.98%, or 234.25 points, to close the monthly trading period at 11573.81. In our index, advancers outpaced decliners by a 20-to-17 count, and ten companies reached annual highs versus none that fell to a 52-week low.

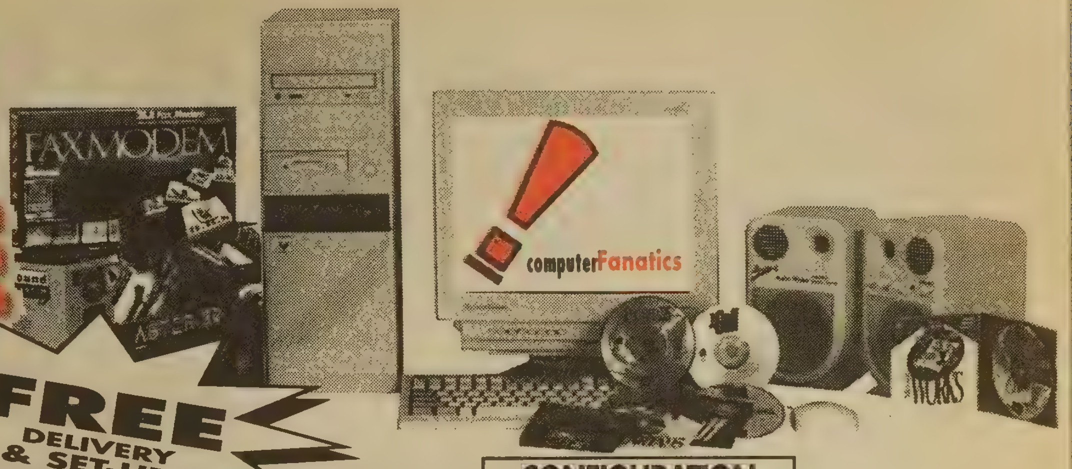
Turning To Stocks In The Accompanying Table

When Intel announced fourth quarter earnings in January, the expectations were that revenue in the first quarter of 1998 would be approximately flat with fourth quarter revenue of $6.5 billion. The outlook for the first quarter has been revised from the view presented in the fourth quarter 1997 earnings report. The lowering of expectation resulted in the $11.00 per share fall of the company's stock price, which closed at $75.50, off -12.72%.

Despite its announcement of a multi-million dollar deal to expand cellular service in Kuwait, shares of Motorola headed south. The company watched its stock price slip $8.38 per share, or 13.04%, to close at a price of $55.88. Motorola Inc.'s Cellular Infrastructure Group said it signed a contract worth $38 million to expand the digital cellular Global System for Mobile Communications network in the Kuwaiti cities of Jahra and Kuwait City. The expansion project will increase capacity on the network, allowing for more than 200,000 subscribers nationwide.

IBM and Adobe Systems Incorporated announced an extension to their business relationship, which expands the scope of technology to be shared between the companies. Both companies have agreed to license portions of each other's software patent portfolios. The agreement also augments IBM's existing licenses for key Adobe technologies, including Adobe PostScript and PostScript Extreme software, for use in its printer products. "This agreement with Adobe is representative of the growing acceptance and awareness in our industry of the need to license software patents," said Marshall Phelps, Jr., IBM vice president of intellectual property and licensing. Shares of Adobe were up 10.78%, or $4.25 per share, to $43.69 on the news. IBM's stock closed the month at $98.94 per share, off -0.63%. ■

—Ryan Reichenbach
Production Manager
Nordby International, Inc.



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- Intel Pentium 200 MMx Processor
- Intel 430TX Chipset PnP PCI Motherboard
- 512KB L2 Pipeline Burst Cache
- 2 Serial Ports and 1 Parallel Port
- 32MB of High Performance 60ns EDO RAM
- 15" NI .27dp 1280x1024 OSD Digital Monitor
- S3 Virge 3D PCI with 2MB of EDO RAM (with MPEG, Full-Screen Video Playback)
- 2.1GB Ultra DMA IDE Hard Drive
- 24X Enhanced IDE/ATAPI CD-ROM Player
- Yamaha 16bit Stereo 3D Surround Sound Card
- MIL699 100-Watt Stereo Speakers
- 56K Flex or X2 Data/Fax Modem with Voice
- Teac 1.44 Floppy Disk Drive
- Mid-Tower Case with 230-Watt Power Supply
- 104 Key Windows 95 Ready Keyboard
- Genius Net Mouse with Scrolling Button
- MS Windows 95 OSR II CD-ROM & Manual

$899

THE ENTHUSIAST

- Intel Pentium 233 MMX Processor
- Intel 430TX Chipset PnP PCI Motherboard
- 512KB L2 Pipeline Burst Cache
- 2 Serial Ports and 1 Parallel Port
- 64MB of High Performance 60ns EDO RAM
- VIEWSONIC 17" .26dp 1280x1024 OSD Digital Monitor with Microphone
- S3 Virge 3D PCI with 2MB of EDO RAM (with MPEG, Full-Screen Video Playback)
- 3.2GB Ultra DMA IDE Hard Drive
- 24X Enhanced IDE/ATAPI CD-ROM Player
- Yamaha 16-Bit Stereo Surround Sound Card
- MIL699 100-Watt Stereo Speakers
- 56K Flex or X2 Data/Fax Modem with Voice
- Teac 1.44 Floppy Disk Drive
- Mid-Tower Case with 230-Watt Power Supply
- 104 Key Windows 95 Ready Keyboard
- Genius Net Mouse with Scrolling Button
- MS Windows 95 OSR II CD-ROM & Manual

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THE WORKHORSE

- Intel Pentium II 233 MMX Processor
- ASUS 440LX AGP Intel Chipset Motherboard
- 4 PCI and 3 ISA with Heat sink and Fan
- 512K Level 2 Cache Built-in
- 32MB of 10ns SDRAM DIMM's up to 384MB
- VIEWSONIC 17" .26dp 1280x1024 OSD Digital Monitor with Microphone
- S3 Virge 3D PCI with 4MB of EDO RAM
- 4.3GB Ultra DMA IDE Hard Drive
- 24X Enhanced IDE/ATAPI CD-ROM Player
- Yamaha 16 bit Stereo Surround Sound Card
- MIL699 100-Watt Stereo Speakers
- 56K Flex or X2 Data/Fax Modem with Voice
- Teac 1.44 Floppy Disk Drive
- Mid-Tower Case with 230-Watt Power Supply
- 104 Key Windows 95 Ready Keyboard
- Genius Net Mouse with Scrolling Button
- MS Windows 95 OSR II CD-ROM & Manual

$1449

THE FANATIC

- Intel Pentium II 300 MMX Processor
- ASUS 440LX AGP Intel Chipset Motherboard
- 5 PCI and 2 ISA with Heat sink and Fan
- 512K Level 2 Cache Built-in
- 64MB of 10ns SDRAM DIMM's up to 384MB
- VIEWSONIC 17" .26dp 1280x1024 OSD Digital Monitor with Microphone
- ATI Rage 3D Pro AGP 128 bit 4MB Video Card
- Sony COLOR CAMERA w/ith Capture Card
- Acer Prisa 310P 30bit COLOR SCANNER
- 6.4GB Ultra DMA IDE Hard Drive
- 24X Enhanced IDE/ATAPI CD-ROM Player
- Sound Blaster AWE 64 PnP Sound Card
- Sound Image Speaker System w/Sub-Woofer
- 56K Flex or X2 Data/Fax Modem with Voice
- Teac 1.44 Floppy Disk Drive
- Mid-Tower Case with 230-Watt Power Supply
- 104 Key Windows 95 Ready Keyboard
- Genius Net Mouse with Scrolling Button
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CONFIGURATION OPTIONS

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THE ENTHUSIAST

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with a PENTIUM 233 w/MMX
$1244

THE WORKHORSE

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with a PENTIUM II 300
$1699

with a PENTIUM II 333
$1949

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THE FANATIC

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with a PENTIUM II 266
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with a PENTIUM II 333
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Business Solutions

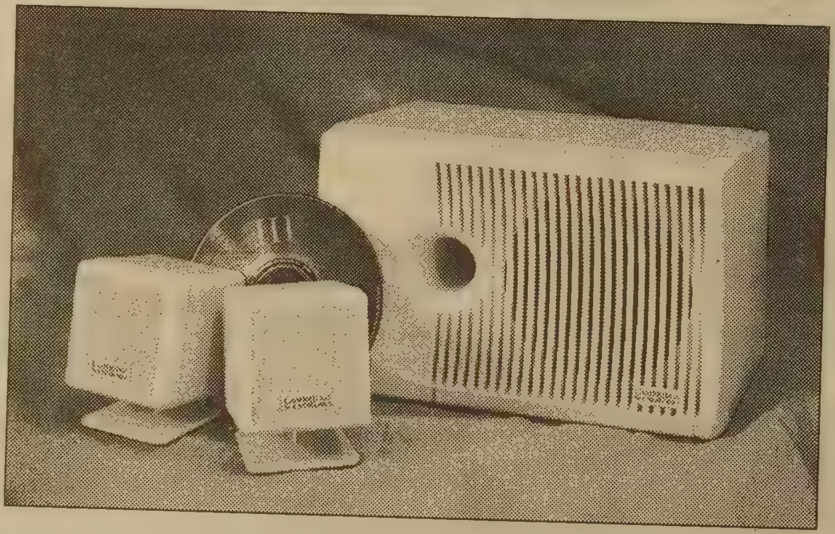
LAPTOPS • BY ED KAHN

Affordable Speakers For Computers

Cambridge SoundWorks Introduces A Sophisticated Sound System Designed For Use With A Computer

I used to think speakers on a computer were a joke. In the early days, they made noises more like an alarm than anything else. Over time, however, programs slowly began to appear that actually made use of speakers. Today, when you buy a desktop computer, speakers and a sound card are usually considered required equipment.

As CD-ROM drives became a necessity in modern computing, I thought it would be nice to be able to use the computer's CD player for audio recordings. At that point, speakers became important to me. But listening to music through speakers that don't compare to my regular stereo system has always been a compromise I didn't want to make.



Gradually, we are moving closer to the merger of computers with other facets of our entertainment center.

Last fall, Cambridge SoundWorks introduced a product to fill this void. PCWorks is a sophisticated sound system designed for use with a computer. It consists of two smaller cubes, each less than 3", and a subwoofer module that sits on the floor, preferably next to a wall. The cubes handle the mid- and high-range sounds above 150Hz. The subwoofer has a built-in amplifier that powers the whole system and handles the low range sounds. The sound from the system is phenomenal.

The legendary hi-fi speaker guru, Henry Kloss, designed PCWorks. Gradually, we are moving closer to the merger of computers with other facets of our entertainment center. Increasingly, I find myself listening to CDs through my computer other than on my fancy stereo system.

Installing PC Works is as simple as it could be. You plug one end of a stereo mini jack into your sound card and the other end into the subwoofer. You then attach the leads from the cubes to the subwoofer using the spring loaded speaker connectors. The wires are already stripped for you. A power supply provides 12v current to the subwoofer. The system does not have to be turned off between sessions. At last, I have a system that lets me satisfactorily play audio CDs at my computer. PCWorks comes with a volume control that rests near the keyboard. It is in the line that runs between your sound card and the subwoofer and is designed to give easy access to its small dial. This is a good deal more convenient for me than a volume control that you adjust with the mouse.

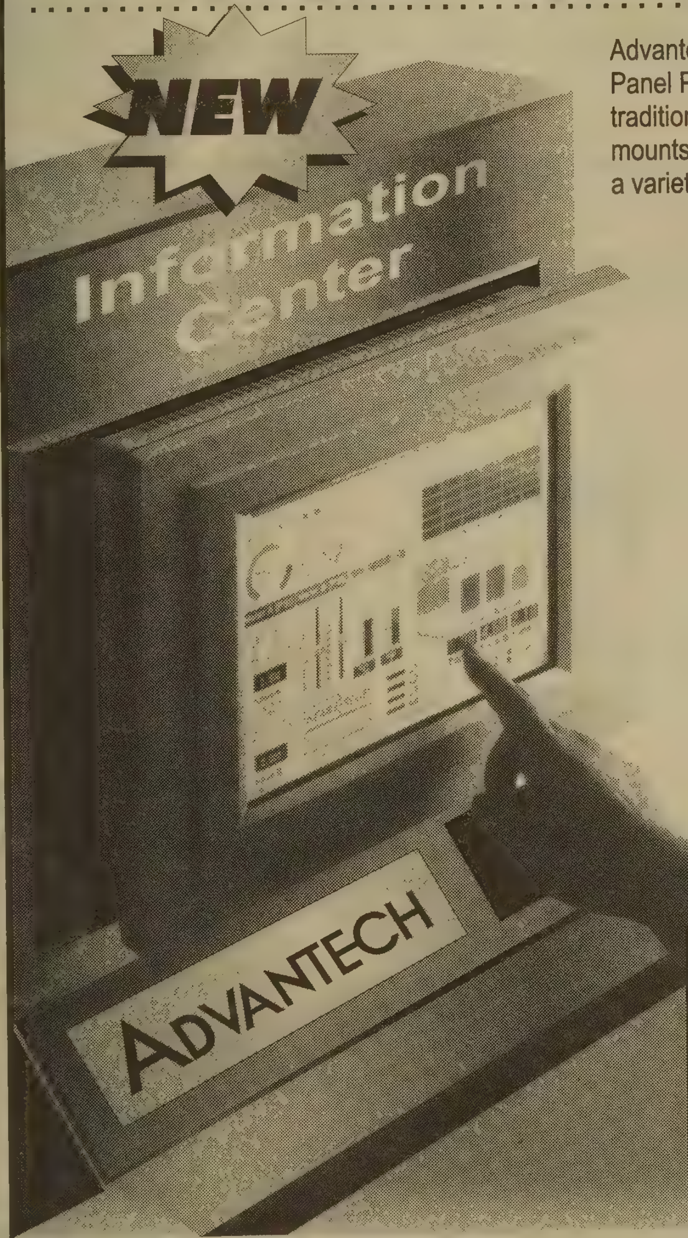
The software that comes with most sound cards lets you fast forward, pause, rewind, and do all of the other things that a standard CD player does. I found this setup extremely convenient when I was transcribing lyrics on my word processor.

The small satellite speakers come with several alternatives for placing them where you like best. I found the little stands that tilt them upwards to work best for me, but you also have the option of connecting them to the sides of your monitor—if you are using a desktop machine—or attaching them to a wall. The speakers are magnetically shielded to avoid conflicts with your other computer components. The leads that come with the satellites

continued on page 38

Your One-call Source for Industrial Computers

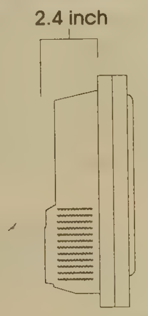
Multi-purpose SuperSlim Panel PC



Advantech's ultra thin, ready to run user interface Panel PC is the state-of-the-art alternative to a traditional commercial PC. This compact PC mounts with ease, making it an ideal solution for a variety of applications.

Applications

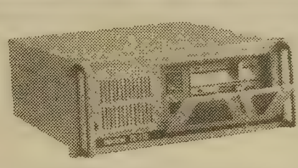
- POS/POI Kiosk
- Machine Control
- Factory Automation
- Medical Equipment
- Hospitality
- Interactive ATM
- and much much more



Features

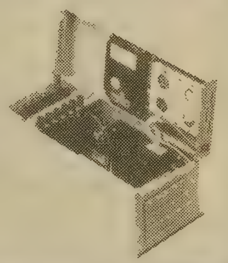
- 10.4" TFT LCD Display (640 x480)
- 3x RS-232 and 1 x RS-232/422/485 communication capabilities
- 4 isolated input and output channels
- 10 Base-T Ethernet Interface
- Spill-resistant front panels (NEMA 4/12)

IPC-610 Rackmount Industrial PC



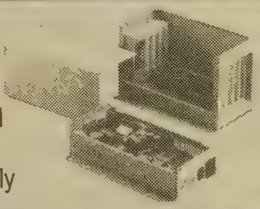
- 14-slot ISA/PCI backplane
- Baby AT version available
- Supports two 5.25" and two 3.5" disk drives
- 250W Power Supply

IPC-6806 Compact Wall Mount PC



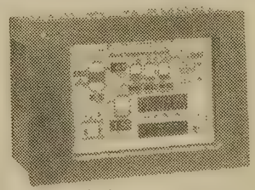
- 6-slot ISA/PCI backplane
- Supports two drives
- Cooling fan with air filter
- 150W Power Supply

MBPC-641 MicroBox PC



- 4-slot ISA-bus backplane
- Ultra compact for embedded control
- Cooling fan
- 65W Power Supply

MiPC-51 Workstation w/TFT LCD Display



- 4-slot ISA bus backplane
- Supports two 3.5" drives
- 640x480 TFT Color LCD
- 65W Power Supply

CPU cards

- Pentium CPU cards with SCSI/VGA/LCD
- 486 CPU cards with VGA/LCD/LAN
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- Intel 440LX Chipset
- Single Processor Support
- Mid Tower Case
- 32MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- IBM 4.3GB 9.5ms Ultra DMA Drive
- Toshiba 32X CD-ROM Drive
- Creative Lab Vibra 16 Sound Card
- Yamaha M7 Speaker System
- Matrox Millennium II AGP 4MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 5 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE POWER II

Pentium II 266-512 MMX	$1589
Pentium II 300-512 MMX	$1757
Pentium II 333-512 MMX	$1936

- Intel 440LX Chipset
- Single Processor Support
- Mid Tower Case
- 64MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- IBM 6.4GB 9.5ms Ultra DMA Drive
- Toshiba 32X CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Speaker System
- Matrox Millennium II AGP 8MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 5 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE PLUS II

Pentium II 266-512 MMX	$1735
Pentium II 300-512 MMX	$1895
Pentium II 333-512 MMX	$2082

- Intel 440LX Chipset
- Single Processor Support
- Mid Tower Case
- 64MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- IBM 4.3GB 8.5ms Ultra Wide SCSI-2 Drive
- Toshiba 32X CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Speaker System
- Matrox Millennium II AGP 8MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE BASIC IIS

Pentium II 266-512 MMX	$1930
Pentium II 300-512 MMX	$2098
Pentium II 333-512 MMX	$2277

- Intel 440LX Chipset
- Single Processor Support
- Mid Tower Case
- 64MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.5GB 7.5ms Ultra Wide SCSI-2
- Toshiba 32X CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Speakers
- Matrox Millennium II AGP 4MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE POWER IIS

Pentium II 266-512 MMX	$2411
Pentium II 300-512 MMX	$2579
Pentium II 333-512 MMX	$2759

- Intel 440LX Chipset
- Single Processor Support
- Mid Tower Case
- 128MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.5GB 7.5ms Ultra Wide SCSI-2
- Plextor 14/32X SCSI CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Speakers
- Matrox Millennium II AGP 8MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE GRAPHIC IIS

Pentium II 266-512 MMX	$2614
Pentium II 300-512 MMX	$2768
Pentium II 333-512 MMX	$2988

- Intel 440LX Chipset
- Single Processor Support
- Mid Tower Case
- 128MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 9.1GB 7.5ms Ultra Wide SCSI-2
- Plextor 14/32X SCSI CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Speaker System
- Elsa Gloria L/MX 8/16MB 3D Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE DUAL BASIC

Pentium II 266-512 MMX	$2405
Pentium II 300-512 MMX	$2573
Pentium II 333-512 MMX	$2752

- Intel 440LX Chipset
- Dual Processor Support Single Processor Installed
- Tower Case, 300W FCC / UL
- 128MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.5GB 7.5ms Ultra Wide SCSI-2
- Toshiba 32X CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Speakers
- Matrox Millennium II AGP 4MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE DUAL POWER

Pentium II 266-512 MMX	$3399
Pentium II 300-512 MMX	$3568
Pentium II 333-512 MMX	$3748

- Intel 440LX Chipset
- Dual Processor Support Single Processor Installed
- Tower Case, 300W FCC / UL
- 256MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 9.1GB 7.5ms Ultra Wide SCSI-2
- Plextor 14/32X SCSI CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Speakers
- Matrox Millennium II AGP 8MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE DUAL GRAPHIC

Pentium II 266-512 MMX	$4932
Pentium II 300-512 MMX	$5099
Pentium II 333-512 MMX	$5280

- Intel 440LX Chipset
- Dual Processor Support Single Processor Installed
- Tower Case, 300W FCC / UL
- 256MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 9.1GB 7.5ms Ultra Wide SCSI-2
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Pentium II 333-512 MMX	**$3197**

- Intel 440LX Chipset
- Dual Processor Support Single Processor Installed
- Mid Server Case, 300W Power Supply
- 128MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.3GB 7.5ms Ultra Wide SCSI-2
- Plextor 14/32X SCSI CD-ROM Drive
- Matrox Millennium II 4MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 AGP Slots
- Microsoft 104-key Natural Keyboard
- Intel EtherExpress 10/100 Network Card
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE POWER SERVER

Pentium II 300-512 MMX	**$5863**
Pentium II 333-512 MMX	**$6155**

- Intel 440LX Chipset
- Dual Processor Support Single Processor Installed
- Server Case, 2X 300W Hot Swap Power Supply
- 256MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- ATTO ExpressPCI - RAID Controller
- 3x Seagate Cheetah 4.5GB 7.5ms Ultra Wide SCSI-2
- Plextor 14/32X SCSI CD-ROM Drive
- Matrox Millennium II 4MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 AGP Slots
- Microsoft 104-key Natural Keyboard
- Intel EtherExpress 10/100 Network Card
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE PLUS SERVER

Pentium II 300-512 MMX	**$7691**
Pentium II 333-512 MMX	**$7883**

- Intel 440LX Chipset
- Dual Processor Support Single Processor Installed
- Super Server Case, 2X 400W Hot Swap Power Supply
- 512MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Mylex 960 Ultra Wide 3 Channel RAID Controller
- 3x Seagate Cheetah 9.1GB 7.5ms Ultra Wide SCSI-2
- Plextor 14/32X SCSI CD-ROM Drive
- Matrox Millennium II 4MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 AGP Slots
- Microsoft 104-key Natural Keyboard
- Intel EtherExpress 10/100 Network Card
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

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X.D7S	20"	25	1600 x 1200	**$1690**
X.E8	21"	26	1600 x 1200	**$2250**

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/Master Pro 17	17"	25	1600 x 1200	**$625**
/Master 450	19"	26	1600 x 1200	**$828**

anasonic

70	17"	27	1280 x 1024	**$398**
70	17"	25	1600 x 1200	**$545**

ony

00ES	17"	25	1280 x 1024	**$555**
00GS	17"	25	1280 x 1024	**$630**
00PS	21"	25	1600 x 1200	**$1590**

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775	17"	25	1280x1024	**$545**
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T813	20"	25	1600x1200	**$1269**
815	21"	25	1880x1440	**$1275**

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Matrox

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Glyder TX-16		**$1360**
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Yamaha

CD-400i	**4 x 6 Internal Drive only**	**$425**
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CDW-4260T	**4 x 6 x 2 Internal Drive only**	**$475**

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Plextor

12/20 Plex		**$189**
14/32 UltraPlex		**$215**

Toshiba

6202	*32-Speed*	**$75**
6201	*32-Speed SCSI*	**$115**

SPEAKERS

Altec Lansing

ACS-45	**$68**
ACS-48	**$129**

Yamaha

M7	**$38**
M15	**$68**

HARD DISKS-IDE

IBM

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36480	*6.4GB*	*Ultra DMA*	*9.5ms*	**$239**
38400	*8GB*	*Ultra DMA*	*9.5ms*	**$295**

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Ultrastar 9ZX	*9.1GB*	*Wide Ultra SCSI*	*6.3ms*	**$1050**

Quantum

XP34361	*4.5GB*	*Wide Ultra SCSI*	*7.9ms*	**$454**
XP39100	*9.3GB*	*Wide Ultra SCSI*	*7.9ms*	**$695**

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ST34572W	*4.5GB*	*Wide Ultra SCSI*	*8ms*	**$560**
ST19171W	*9.1GB*	*Wide Ultra SCSI*	*8ms*	**$795**

Seagate *CHEETAH*

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Intel

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AAA-131	*32-bit PCI Ultra Wide Raid*	**$450**
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MODEMS

US Robotics

Sportster 56	**$95**

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Asus

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P2L97-S	*Pentium II LX Motherboard*	**$235**
P2L97-DS	*Dual Pentium II LX Motherboard*	**$365**

Intel

AL440LX	*Pentium II LX Motherboard*	**$179**
DK440LX	*Dual Pentium II LX Motherboard*	**$525**

Super Micro

P6SLS	*Pentium II LX Motherboard*	**$255**
P6DLS	*Dual Pentium II LX Motherboard*	**$365**

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Intel Pentium II MMX CPU 266MHz	**$295**
Intel Pentium II MMX CPU 300MHz	**$435**
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Intel Pentium II MMX CPU 266MHz - Retail/Box	**$335**
Intel Pentium II MMX CPU 300MHz - Retail/Box	**$495**
Intel Pentium II MMX CPU 333MHz - Retail/Box	**$665**

MEMORY

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COMPUTER NETWORK & COMMUNICATION

Laptops *continued from page 34*

are nine feet long, letting you place the speakers anywhere you want.

The subwoofer measures 9.25" x 6.5" x 6". On the back is a volume control that lets you adjust the balance between the bass and the satellite speakers. When I first installed the system, I got complaints from members of my family that they could hear the bass rumbling throughout the house. This problem was solved by adjusting the balance.

Portable computers are notoriously bad for sound quality. The small size of these computers makes it close to impossible to have really good sound. The main solution here is to attach external speakers if you want to take advantage of the sound capabilities of the computer. I am not suggesting that PCWorks is a speaker system designed primarily for on-the-go applications. Rather, I see it as something to use in your primary work location. If, however, you are making presentations, it is easy to fill an entire room with the sound PCWorks offers.

This system is designed to provide big sound for a computer, but in fact these speakers will work with any device that uses a mini jack for connecting headphones or speakers. It works just as well with my portable CD player and Walkman as it does with my computer.

The final selling point of this system is its phenomenal price of a penny under a hundred bucks. This is listed as an introductory price, but I have not seen any cutoff date for this offer. If you are using tinny speakers, you owe it to yourself to get PCWorks. The speakers come with a one year parts and labor warranty. They come in either computer beige or black.

continued on page 42

If you are making presentations, it is easy to fill an entire room with the sound PCWorks offers.

RESOURCES:

PCWorks, $99.99
Cambridge SoundWorks
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Newton, MA 02164
1-800-367-4434

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Colorado 3.2GB Int. w/Tape	159
Zip 100MB Int.IDE/EXT.	89/139
Jazz 1GB Int./Ext.	269/355

Case w/Power Supply

Mini Tower	$20
Mid Tower	25
Full Tower	48
DeskTop	30
Mid Tower ATX	69
Full Tower ATX	89
Metal Side Open Mid/ Full	65/85

Mouse

M.S. Intelli Mouse Serial/PS/2	$29
M.S. Mouse Serial	24
Mitsumi PS2/Logitech or Serial	15
Logitech 3 Button Serial	15
Logitech Marble Trackman	59
Serial Mouse	8

Keyboard

104 Keyboard	$12
Focus 2001	25
Fujitsu	45
Microsoft Natural Keyboard	49

Controller

IDE, I/O, ISA/VLB	$15/19
Adaptec 2940/2940UW	165/185
ASUS PCI SCSI	79

Network

ISA Combo/PCI	$19/25
PCI 10/100 Intel/3com	65/79
8 Port/16 Port	55/139

Speakers

80-Watt	$15
180-Watt	25
Yamaha M7	43
Yamaha M15	69

Floppy

1.44MB	$19
120MB O.R. Technology	$129

VGA Card

Matrox Millennium w/2MB	$99
Matrox Millennium II w/8MB	239
Diamond Viper AGP Card w/4MB	145
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Trident 9685 w/4MB EDO RAM	49
Trident AGP Card w/4MG RAM	69
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Trident PCI 9440/9640	25/28
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Diamond Stealth 64 PCI 3D 2000 2M/4M	65/85
Diamond Stealth 64 PCI 3D 3000 2M/4M	89/119
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PENTIUM® Triton 430 TX w/512K	79
ASUS PENTIUM® TX97E w/512K	129
ASUS PENTIUM® II KN.97LX	155

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INTEL PENTIUM® 200MMX	129
INTEL PENTIUM® 233MMX	190
INTEL PENTIUM® II 233	255
INTEL PENTIUM® II 266	359
AMD K6-200MMX	120
AMD K6-233MMX	165
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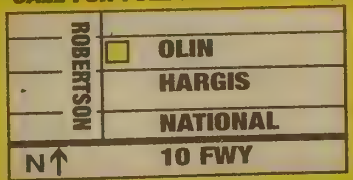

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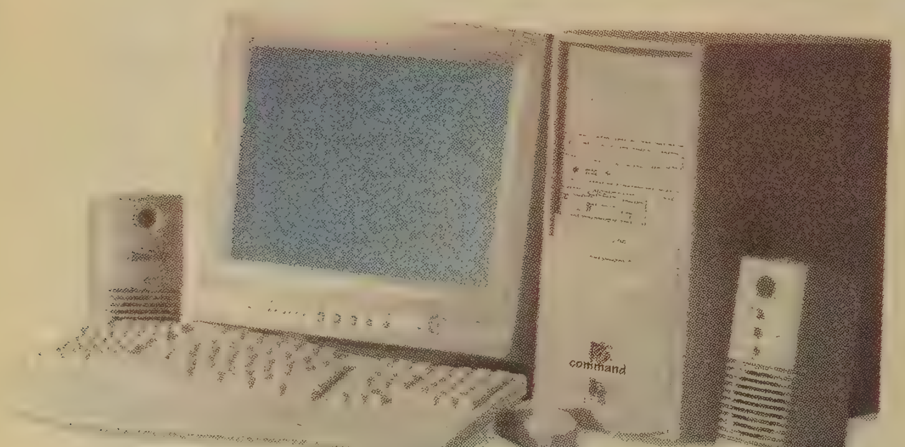

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- Microsoft Office 97, Small Business Edition
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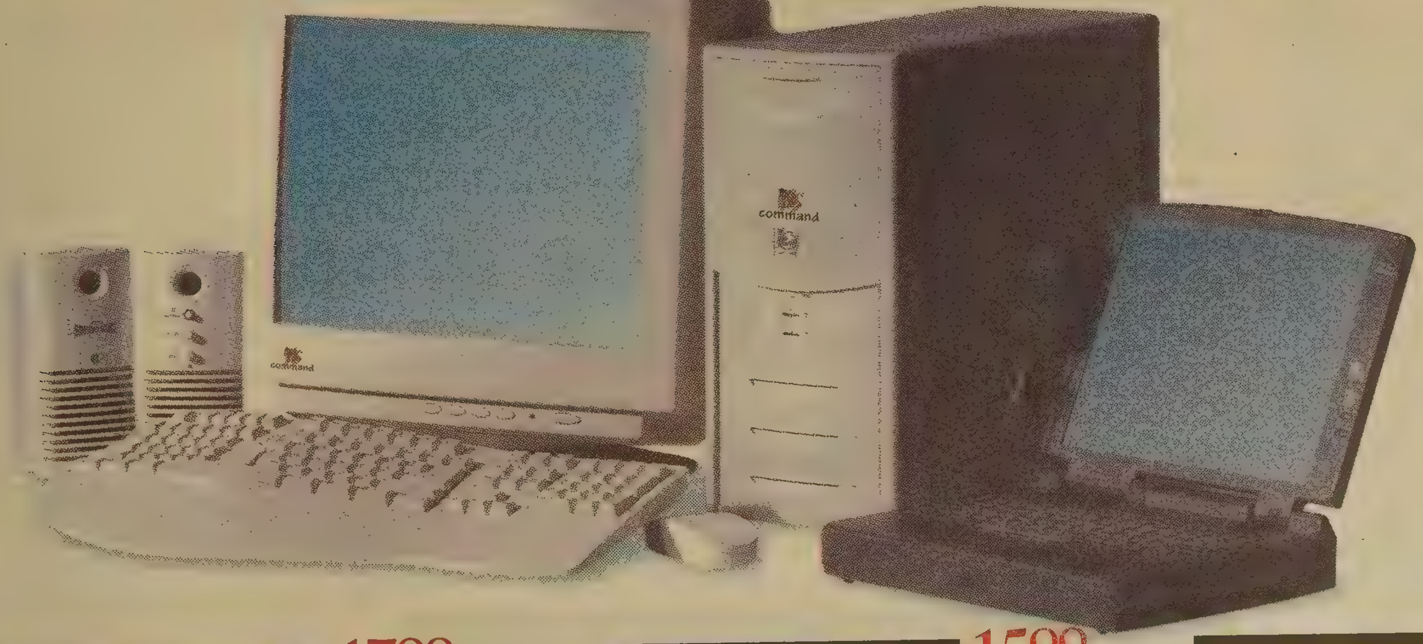

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- 104-key Keyboard and Mouse
- Microsoft Windows 95
- Lotus SmartSuite 97 Software
- Maximus ATX Mid Tower Case
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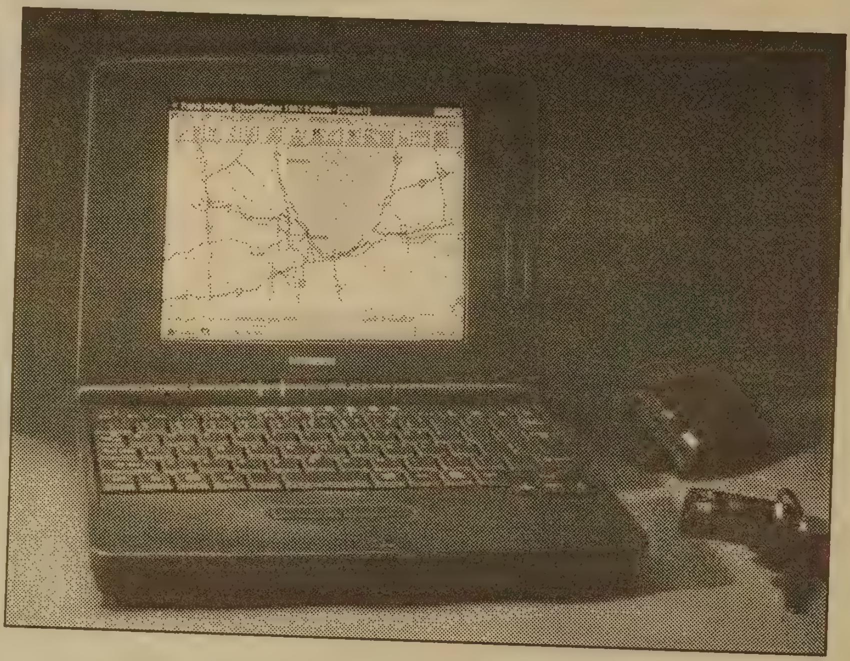
Computer Of The Month

Mitsubishi's AMiTY CN Mini-Notebook

I have often thought that the most exciting place to be in the computer industry is working with small machines. While the real powerhouses are still the larger computers, I am fascinated by the miniaturization of the technology. As the components have gotten smaller, we have seen the introduction of a wider range of configurations. The fact is, even smaller notebook computers are possible, but the trade off is felt in the keyboards and displays.



Mitsubishi and other manufacturers are revisiting an idea that has been around for a long time, but now with new sophistication.

Mitsubishi and other manufacturers are revisiting an idea that has been around for a long time, but now with new sophistication. Mitsubishi's AMiTY CN is a mini-notebook that weighs in at 2.4 lbs. and runs a full configuration of programs. Despite its diminutive size, it is powered by a Pentium 133MHz processor and runs Windows 95 Mitsubishi claims that the trade off between portability and performance has simply disappeared.

On the surface, that seems to be the case. This notebook comes with 16MB of RAM, expandable all the way up to 48MB. The hard drive holds 1.2GB and the overall dimensions are 9.3" x 6.7" x 1.34". The passive color display measures 7.5". While the keyboard is small, it is still possible to touch type—although not without some compromise on comfort. You see ads showing people with their portables on the airplane. I can tell you from first hand experience that it is almost impossible to work in coach class with any of the larger laptops. The AMiTY CN, however, makes it possible to actually get something done on the airplane.

I think Mitsubishi has found a niche that needed a new computer. More and more, people want a notebook to carry on the road for occasional use and for access to critical files when they are traveling. But most importantly, people want to keep up with their email. This notebook is perfect for that. On a recent trip, for instance, I didn't want to carry a bigger notebook for the limited use I had in mind but the AMiTY CN filled my needs perfectly.

While the keyboard is not as inconvenient for typing as a palmtop, it is definitely not what I would choose for serious word processing jobs. The pointing device is a TrackPoint III pointer located between the G, H, and B keys. I found it difficult to control, but it got the job done. If you are using this computer in a fixed location, you will want to attach a standard keyboard and mouse.

The display offers clear color. You also have the option of connecting to a standard VGA external monitor through the port on the back. The Lithium-Ion battery has a shorter life than I would like for work on an airplane. It needs to be recharged after an hour and a half or so. Mitsubishi, however, offers an alternative—a high capacity Lithium-Ion battery pack that runs for seven and a half hours and also serves as a handle.

To achieve this small size Mitsubishi had to make some compromises. All of them seem reasonable to me. First, there is no internal floppy drive. A external floppy drive is included. The drive is also tiny and can easily be packed in a suitcase when needed. More of a loss, however, is the absence of a CD-ROM drive. There are now a number of good CD-ROM drives available that connect either through a parallel port or through a PC Card. I prefer the PC Card interface.

The AMiTY CN comes with two PC Card

continued on page 46

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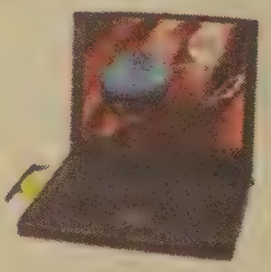

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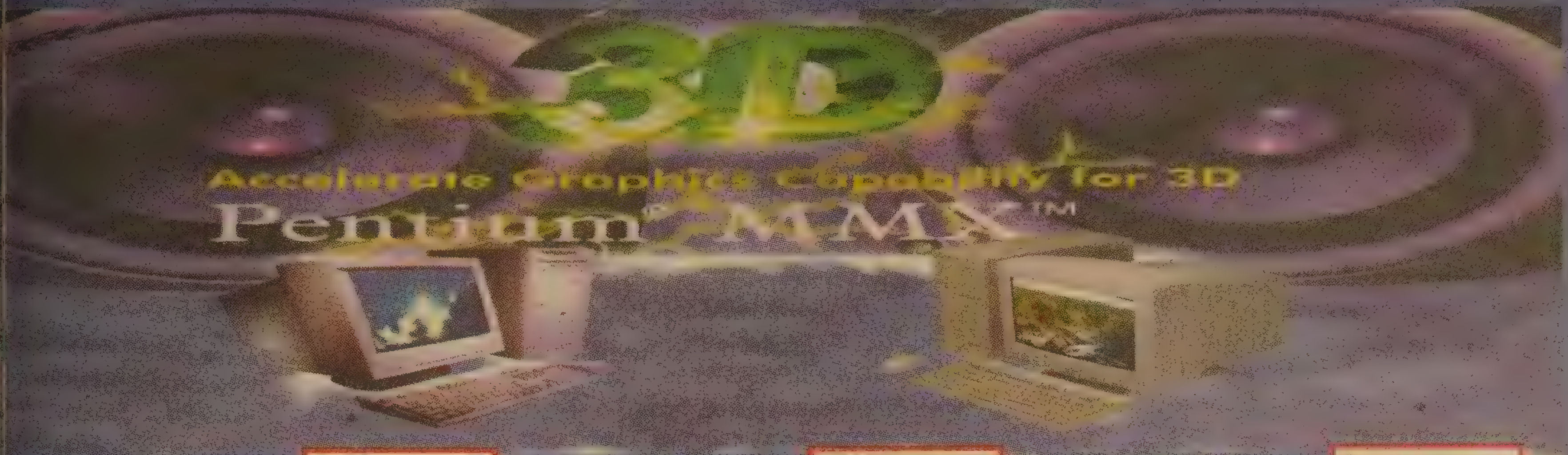
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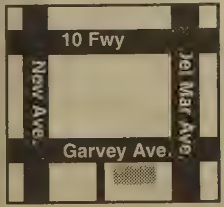

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Laptops *continued from page 42*

slots. Either will take a Type I or Type II card. You can also use a single Type III card in the slots. Using a Datapak 520 hard drive Type III PC Card from Kingston I was able to load a program onto the system that was larger than the capacity of a floppy drive. One of the slots is set up for Zoom video.

> *Mitsubishi claims that the trade off between portability and performance has simply disappeared.*

No portable is complete these days without sound capability. The AMiTY CN has a tiny internal speaker and microphone. The capability of the system, however, exceeds the capability of the speaker. The sound system is Sound Blaster Pro-compatible and there are jacks for sound in and sound out.

There is the usual collection of ports including a serial and a parallel on the back of the computer, as well as an infrared port.

The AMiTY CN fills a niche that I am happy to see addressed. I find palmtop machines great for some applications, but limited since that they do not offer full access to Windows 95 and programs that run under that operating system. This new mini-notebook class of computers meets that objection.

In the months ahead, a number of new designs for portables will hit the market. Each of the designs addresses a particular market. Just wait for the design that meets your needs. Systems that weigh just as little as this, but have larger keyboards and displays are just around the corner. But the Mitsubishi AMiTY CN, not much larger than an appointment book, is great for working in a limited space like on an airplane. ■

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RESOURCES:

AMiTY CN, $1,995
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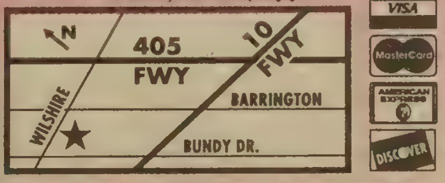

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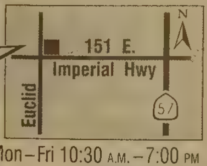

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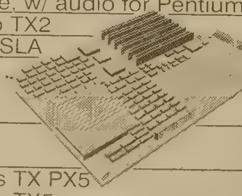

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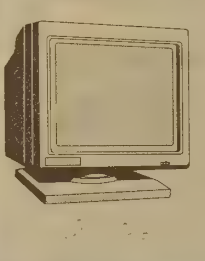

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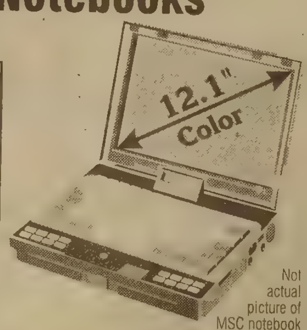

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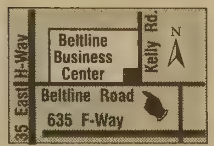

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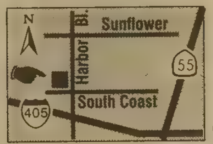

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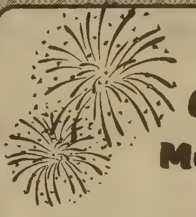

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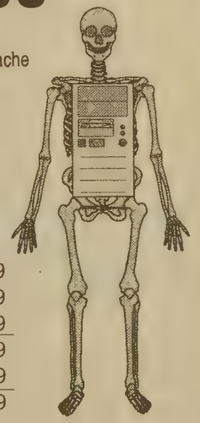

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TELECOMMUTING • BY ROBERT MOSKOWITZ

Telecommuting To A Job Interview

Can It Yield Better Results Than Face-To-Face Meetings?

It makes a certain amount of sense, doesn't it? After all, companies today spend thousands of dollars to bring recruits into their offices and to rent them rooms in nearby hotels. Shaving just these travel costs would easily cut a hefty slice from today's ever-increasing recruiting costs.

So it's understandable that some firms are experimenting with various aspects of putting the recruiting and hiring process onto the Internet. For example:

1) A company called VirtualStaff *(www.virtualstaff.com/)* operates as a network of business and computer professionals who do programming, Web page development, desktop publishing, and business research and analysis for clients via the Internet. Not surprisingly, they (and other employers) meet and often hire good candidates over the Internet, rather than face-to-face. Recently, they teamed up with Cornell University to provide Internet-based workshops covering Electronic Staffing, conducted in online computer labs all across the country. [Call Cornell University for further information: (212)340-2863.]

2) A relatively new PC-to-PC video conferencing network—called SearchLinc—has been put together by the owners of *Career Magazine (www.careermag.com)*. The system allows companies to conduct clear and full-motion online video interviews in real time (although only black and white) without the usual technical hassles or logistical nightmares. One important service: users receive detailed information about compatible sites close to each prospective interviewee. In a recent experiment, recruiters in Dallas satisfactorily interviewed two dozen job candidates dialing in from an IT trade show at the Jacob Javits Convention Center in New York City.

3) Hundreds of Human Resource departments are routinely posting their job openings on the Internet. Some firms have devoted entire Web sites to recruiting, complete with company histories, lists of job titles and qualifications, and at least a first step into the application process for interested candidates.

4) Job posting services from the *Wall Street Journal (www.wsj.com)*, the *Washington Post (www.washingtonpost.com)*, and *Classifieds 2000 (www.classifieds2000.com)* now use advanced technology to automatically copy all the jobs listed on employers' own Web sites and reformat them to meet the specifications of the newspapers' online databases, simultaneously creating links back to the employers' own Web pages. This gives the employers' job postings direct access to a much higher volume of Internet traffic.

5) The JobMarket *(www.thejobmarket.com)* is one of many Web sites that help job seekers find employers. This one offers thousands of classified ads, backed up by company information from Dun & Bradstreet, an online resume builder, a calendar of job fairs, and an "advice forum" that covers everything from career counseling to relocation logistics and salary concerns. Employers can pay $50 to post each classified ad, and have it linked directly to their own Web site. Advertisers get unlimited access to search the database of candidates.

6) A site called "Job Engine" *(www.jobengine.com)* brings new speed and sophistication to the process of posting a resume where prospective employers can easily find it.

7) *CareerCrossroads (www.careerxroads.com)* is both a book and a Web site listing 500 other Web sites of interest and value to job seekers.

The trend is clearly toward using telecommuting technology to simplify and speed the process of hiring, as it already simplifies and speeds the process of delivering work products once you have been hired.

continued on page 54

Job posting services from the *Wall Street Journal*, the *Washington Post*, and *Classifieds 2000* now use advanced technology to automatically copy all the jobs listed on employers' own Web sites and reformat them to meet the specifications of the newspapers' online databases, simultaneously creating links back to the employers' own Web pages.

QUALITY

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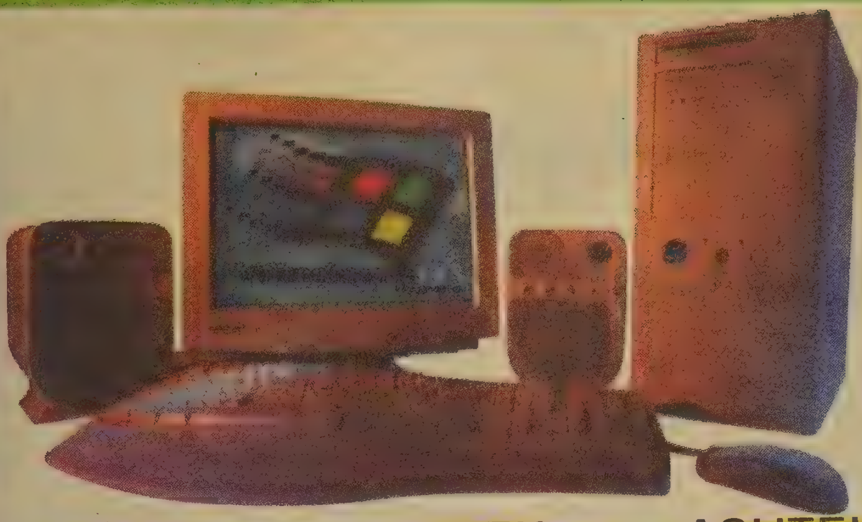

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Telecommuting

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And why not? In many ways, telecommuting instead of walking into a hiring process can yield far better results than conventional face-to-face meetings.

One reason is that physical characteristics don't come into play as much. Good looks—which have been shown to influence hiring decisions in ways that later turn out to be suboptimal—are far less enticing over the Internet. In fact, the lack of face-to-face interaction when hiring over the Internet seems to not-so-subtly shift the employer's basis for judgment from superficials to the objectively important factors in filling an open position.

> Should the employer be concerned whether or not the "virtual employee" is even human?

One Possible Hiring Process

Here's one way the process of telecommuting to a job interview might be handled:

First, applicants would search the Internet for appealing job openings. At the same time, employers would search the Internet for resumes of candidates likely to fit one of the positions they have open. In our scenario, an employer and a candidate find each other.

Now the applicant electronically submits answers to a series of questions asked electronically by the employer's HR staff. These questions could be generated in sequence by interactive software—each question selected on the basis of the candidate's answers to previous questions—or they could be entirely standardized for all candidates, and simply be sent in one questionnaire or application to the candidate via email. In some cases, the interaction could be as conventional as a one-on-one conversation between the applicant and a job counselor or recruiter conducted via Internet email instead of telephone or postal mail.

During this part of the process, the employer would almost certainly check the applicant's references, and also ask the applicant to submit samples of previous work or to demonstrate his or her capabilities by completing a test assignment. But the candidate still would not have to appear at the employer's office. It's no great stretch to imagine the work of the test assignment being done entirely via telecommuting.

At the same time, the applicant would be asking his or her own questions of the employer, and very likely checking the employer's vital signs, including perhaps its stock price, business prospects, hiring and firing history, and financial viability.

Assuming both parties meet the other's minimum standards, details of the employment contract would be negotiated next. Via email or a video conference, the candidate and HR staff

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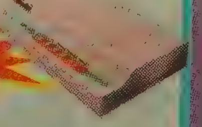

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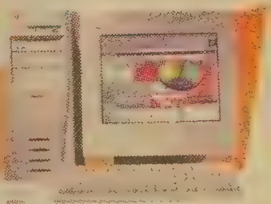

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Telecommuting *continued from page 54*

would nail down such important factors as compensation, job title, responsibilities, starting date, vacation and other benefits, bonus possibilities, and potential for perks. At some point, the candidate would probably have to visit a doctor for a physical exam. But everything else can already be handled virtually. It's only a matter of learning to be comfortable hiring this new way.

This sketch of online hiring may not work out perfectly in practice, but intrinsically it's no worse than many of the face-to-face hiring systems employers are using right now.

While we're ramping up these online hiring methods, however, it's likely that employers would continue to insist on a face-to-face interview as a last step before making a firm job offer. After all, you can hear some people asking, "How do we know it's really the candidate who's answering all these questions and doing all this work?"

Which brings up the classic "what's in the black box" conundrum. Some people will be concerned that it be the candidate giving all the answers and meeting all the requirements. But what if, instead, it's a close-knit family who—together—can meet the requirements of a single job description that can be done via telecommuting? If this "virtual employee" meets the requirements, does the work, and provides the expected responses to all questions, should the employer be concerned about the identity of the "virtual employee?" or even whether it is a single individual or a team?

Let's go farther: Should the employer be concerned whether or not the "virtual employee" is even human? If computers ever learn to demonstrate intelligence—under the terms of the Turing Test (give appropriate answers to any reasonable question, and maintain a reasonable conversation with another person, all via a typewriter)—why couldn't these intelligent computers get and hold real jobs? After all, some computers are already replacing some employees. Why must these replacements always be made with the knowledge and consent of the employer? But don't bother to answer these questions now: this is a topic for a future discussion.

A Telecommuting-Based Incubator For New Business

A new and different approach to facilitating small business startup and success in the private sector is now finding a place in the business world. One of the most prominent is a non-profit consortium in Silicon Valley called CommerceNet. Founded in 1994, it began as a project of the federal government, but has now evolved into a membership based company involved in a joint venture that is attempting to develop an Internet-based infrastructure for electronic commerce.

continued on page 63

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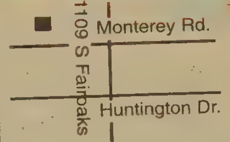

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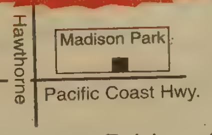

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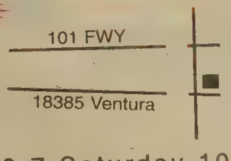

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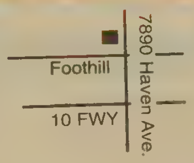

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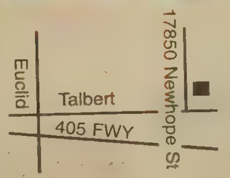

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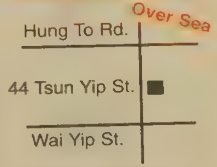

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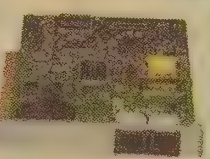

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One-Way Transfer (cps)	11,479	11,487	11,487	11,487	11,412	11,487	11,488	11,492	11,487
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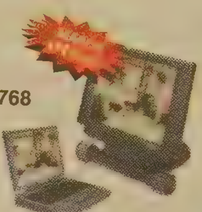

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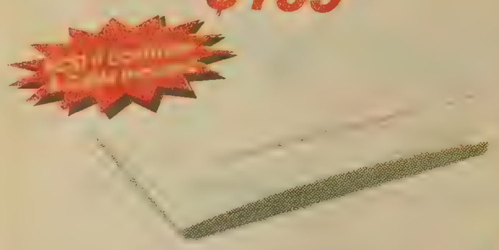

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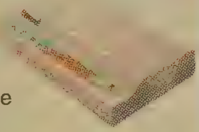

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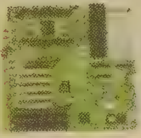

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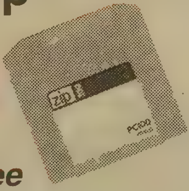

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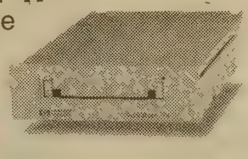

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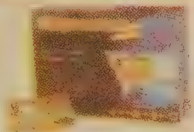

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Telecommuting

continued from page 58

An open question among advocates of business incubation has long been "where is the optimal location for R&D centers of excellence?" CommerceNet is now attempting to demonstrate that the breadth and immediacy of connections with other business organizations—that is, "being virtual"—and not simply an organization's physical location, are the key elements in structuring a successful and viable "network of innovation?"

So far, there are about 300 corporate and organizational members in the consortium. Together, they are struggling to find ways to make a global business community viable through telecommuting and electronic commerce.

Although the concept may later need fine-tuning to be effective in many different industries, locations or markets, it seems worthwhile to test its viability right now within the software industry, which has long been a trend-setter and a key source of value enhancement in all other industries.

In fact, this experiment is particularly timely, because the software industry is going through a phase of rapidly increasing competition and widespread opportunities for entrepreneurs and small companies. In California, software entrepreneurs face particularly critical issues, not the least of which include a shortage of financial and human capital.

According to a recent report on this issue from Dr. Charles Grantham at the Institute for the Study of Distributed Work, and supported by the California Office of Strategic Technology under its Goldstrike Program, this new model of business incubation through telecommuting must focus on providing the small business community with a structure and mechanism to easily access:

- information on "best practices" for business development
- industry and management experience
- resources for international marketing, sales and distribution

Dr. Grantham suggests that every business today competes in two worlds: a world of physical resources that managers can see and touch, plus a second telecommuting world centered around information. The physical world is adequately addressed by traditional business incubators. But these institutions typically give short shrift to the other essential aspect of the situation: the telecommuting dimension.

Clearly, for an entrepreneurial firm to become a successful venture, many different needs must be adequately addressed. But not all these required resources must be co-located. In fact, with the globalization of today's technical and business resources, having everything near to hand is often an unreasonable requirement. That's one reason converting some or all the functions of business incubation to a brand new telecommuting paradigm would make so much sense, not only in the US but elsewhere around the globe.

A telecommuting incubator would focus on the presently underserved requirements of business growth and success, such as:

- identifying strategic opportunities
- identifying key core competencies and human resource requirements
- actively managing intellectual capital
- creating strategic alliances.

All these steps are important in the development of a sustainable competitive advantage for an up and coming business enterprise. And

continued on page 225

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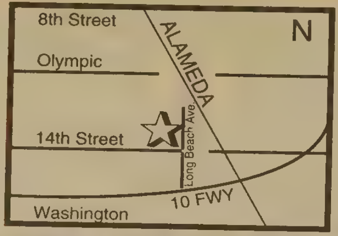

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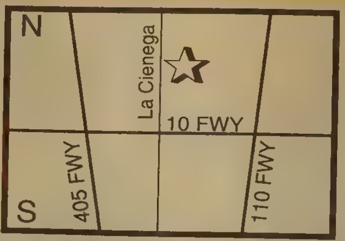

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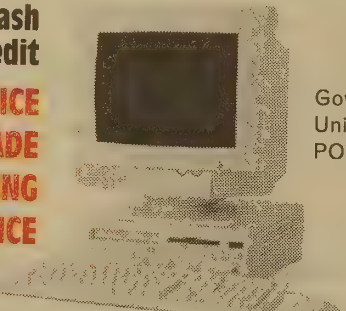

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Oakland Street Scene: The Gurus And Platform Shift

Or, There Was This Turtle...

After Carrara's closed, Emeryville was never quite the same, and it was only a matter of time before the gurus, seeking solace, would converge on I.B.'s Hoagies in downtown Oakland. The coffee was too weak for their taste, but the sandwiches were good, and they could indulge their nostalgia for the times they had camped out all night on the sidewalk across the street waiting for Grateful Dead tickets to go on sale.

One rainy lunchtime they found themselves seated between a bemused-looking elderly woman in a tattered overcoat and table of white-shirted executives.

The executives were heatedly discussing "platform shift," and the woman was carrying on a monologue about cosmology.

"The universe," she said aloud to no one in particular, "sits on the back of a giant turtle."

One of the executives waved a finger at his colleagues and said, "We're in the middle of a real platform shift, you see. Client/server is giving way to the Internet platform."

> "Client/server and Internet and mobile computing are trends or styles or fashions. You can make money off of them if you're lucky, but they aren't platforms."

The gurus looked at each other and shifted uneasily in their seats.

Another executive chimed in, "Don't you think the real platform shift is to the In*tra*net platform?"

"Which, in turn, rests on the back of another turtle," the old woman continued.

"What I see happening is this," a third executive volunteered, "The PC platform is splintering. There must be, what, six or seven not entirely compatible versions of Windows. And there are more chip choices for PC hardware than ever before. There's so much technology churn that even Microsoft and Intel can't control their markets."

The other executives nodded their agreement; the gurus' agitation increased.

The first executive seized the thread, "Right, and UNIX is already so fragmented it will never be more than a niche player. That's why the platform of choice is the Internet."

"In*tra*net," carped the second executive.

"And so on and so on," the smiling woman cackled with satisfaction. "It's nothing but turtles all the way down."

"Don't forget the mobile platform," the third executive insisted.

The gurus' restlessness reached something like a boiling point, and the sound of collective throat clearing emanated from their table.

Back To Von Neumann

It was Baba Classpath who first leaned toward the executives and spoke: "Excuse me, but do you gentlemen have any idea what you're talking about?"

"Platform shift," they replied in unison.

"Ah. Just so. My friends and I are having a little difficulty understanding just what you mean by 'platform'."

"Platform. You know, *platform!*" the third executive offered with raised eyebrows and an encouraging wave of his hand.

The second executive took up the challenge: "Platforms are like the environment you have to assume. Things like mainframes, client/server, and the Internet."

"Turtles!" the woman shouted triumphantly.

"And things," Baba Classpath inquired, "like UNIX, Windows, PC hardware, and, uh, mobile?"

"Yes, exactly," the executives agreed hastily.

"But what do all those things have in common? What makes them platforms?"

"Let's just say," the third executive said, "that we know a platform when we see it."

The gurus glared over the tops of their glasses at him.

It was Baba Classpath who spoke: "Look, let's begin at the beginning."

"There was this turtle..." the old woman sighed rhapsodically.

"John von Neumann imagined a computer

continued on page 70

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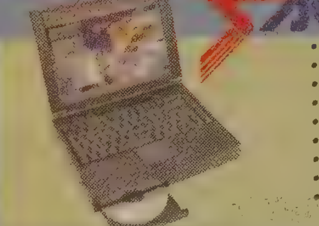

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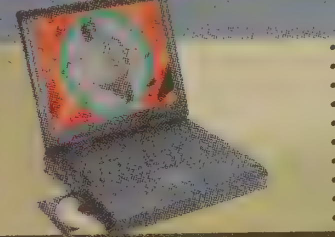

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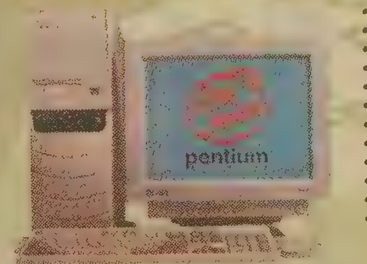

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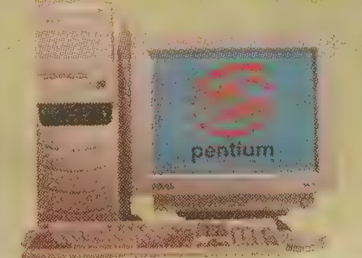

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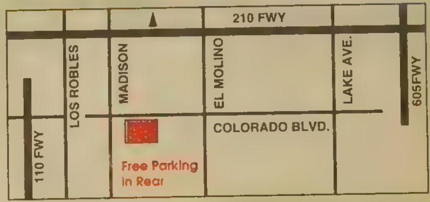

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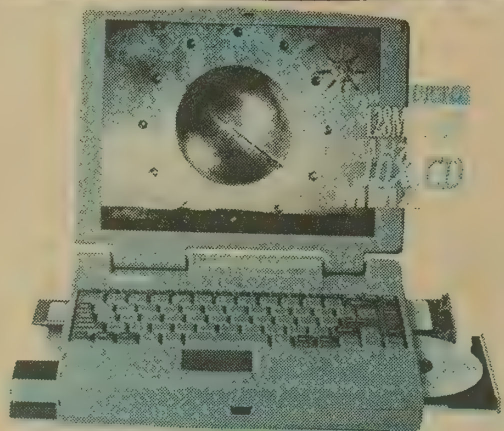

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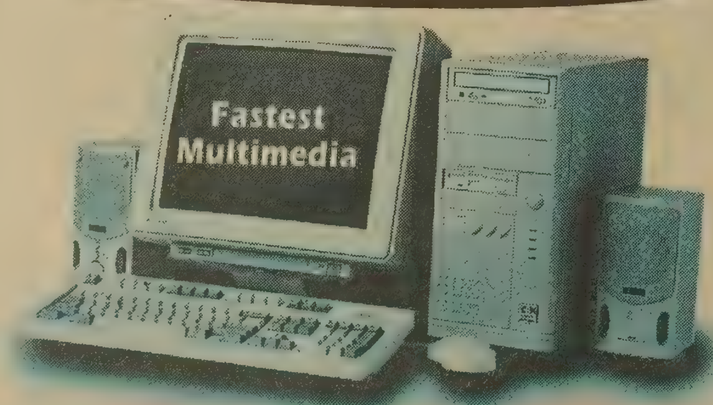

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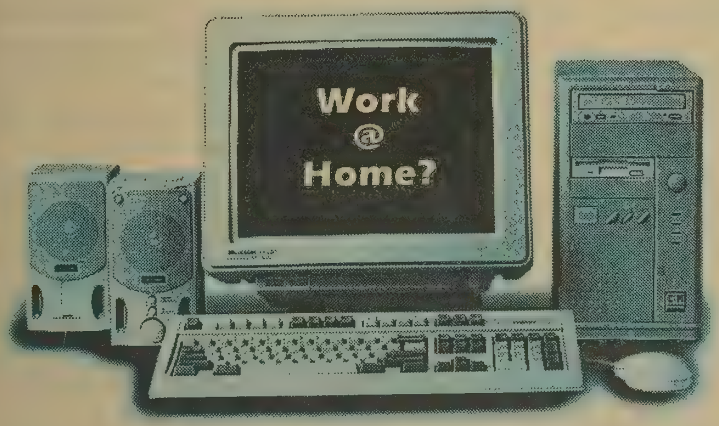

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UNIX *continued from page 66*

architecture that consisted of hardware (a processor, some memory, and an i/o system) and programs (sequences of instructions to tell the hardware what to do). The programs could be stored (inside or outside the computer), and the user could tell the computer which program to execute.

"Computers were built that implemented the von Neumann architecture. At first there were no true programming languages, there were only the instruction sets for a processor. The instructions were just numbers that told the processor what to do, but those numbers were the computers interface for creating programs. The interface for creating programs is usually known these days as the Application Programming Interface or API.

"Gradually programming languages that were understandable by human beings evolved, at first in the form of processor-specific assembly languages. This made it easier for programmers to write programs and to communicate among themselves."

The old woman looked disturbed. "The turtle's name was John von Neumann?"

The executives were growing restless. "And what does all this have to do with platforms?" one of them asked.

"Well, that *was* the first platform: a piece of hardware with a processor-specific language or instruction set. The important thing is that it had an API, developers, and users. And the API could evolve: in this case, the evolution was from numeric instructions that meant something to the processor to symbolic instructions that meant something to the programmers and could be translated into something the processor could understand."

"So?"

"So there was a platform shift in the late '60s and early '70s. Processor technology was changing so fast that writing programs in a processor-specific language became less and less useful.

"The notion of a portable operating system (like UNIX) came to the rescue. The basic idea is that a portable operating system can encapsulate the differences between the different kinds of processor it ran on. The operating system (and not the processor) would provide the API, and a developer who knew the operating system's API didn't have to worry about what processors the program would be used on. The new operating system platform provided a degree of independence from the old hardware platform.

"Notice that the hardware platform didn't go away. It was just masked by the operating system platform.

"With an operating system between the developer and the processor, computer languages became friendlier and easier to use. Languages like Pascal and C evolved, and more and more people got into computer programming."

That Was Then...

"Okay, fine. But this is all ancient history. What about modern platforms?"

"Modern platforms?"

continued on page 74

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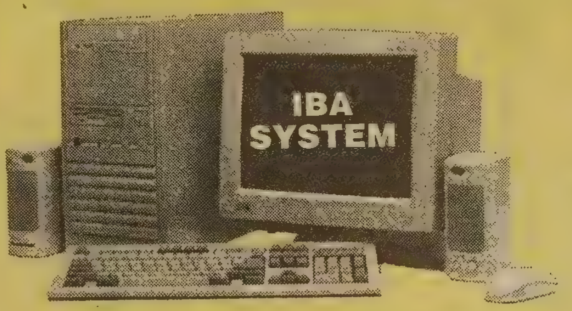

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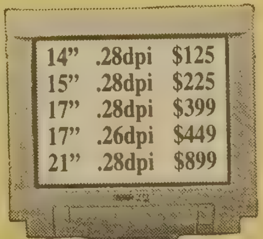

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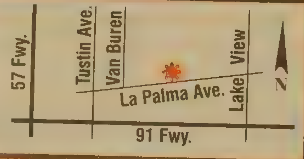

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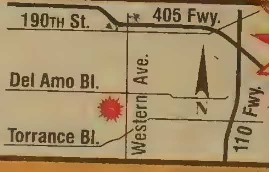

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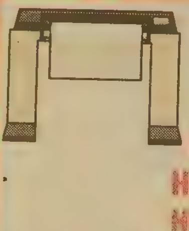

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UNIX *continued from page 70*

"Platform shoes?" the old woman ventured.

"You know: Client/server, the Internet, mobile computing."

"Well, strictly speaking," Baba Classpath replied gently, "those aren't platforms."

"Not platforms? Are you nuts? Of course they're platforms! That's where we make our money."

"No, no, no, they can't be platforms," Baba Classpath fumed. "None of those things represents an API. The real platforms are things that can be programmed. Client/server and Internet and mobile computing are trends or styles or fashions. You can make money off of them if you're lucky, but they aren't platforms."

"Turtles do *not* wear shoes," the woman asserted.

"Okay. If you're so smart, what will the next platform be?"

"Atlas!" the woman ventured. "Atlas definitely has potential. He could do the work of a turtle if only he would stand still long enough. He's so fidgety."

"Well, think about it. Why do platforms change?"

"I don't know. Maybe somebody at Microsoft decides they have to."

"No, platforms change because an old platform fails to inspire a consensus. Usually because it offers too many choices. The old platform becomes something developers or users feel constrained by, something they need to be independent of.

"The operating system platform *is* getting to be a problem. You were probably right earlier when you talked about the splintering of both the Windows and UNIX platforms.

"It's not just a choice between UNIX and NT any more. In fact, there are lots of choices, and the more operating systems there are, the less useful the operating system platform becomes because there are too many APIs.

"So you should look for the next platform to provide a common API that can be used to create programs that will run on any operating system."

"Oh." The executives seemed to have hit a dead end.

"And that's why Java is important: because it represents just such an API."

"So Java is the next platform?"

"Don't know yet, it's too early to tell."

The old woman caught Baba Classpath's eye and asked, "Are there turtles in Java?" ■

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32-Bit Computing

The Processor Subsystem

The Ziff-Davis Benchmarking Operation (ZDBOp) deems the processor subsystem as consisting of the following components:

- CPU
  - L1 cache
  - Floating Point Unit (FPU)
- RAM
- L2 cache
- memory bus (between CPU and RAM)

Since the chipset determines the memory bus speed and affects performance in its own right, it, and the system board built around it, rather than the bus speed per se, are the actual components. But for a given system board and chipset (and, thus, bus speed), the CPU, RAM and caches will determine the performance of the processor subsystem.

CPU

As already explained, with CPUs going beyond 300MHz, the current 66MHz bus has been holding performance back. This is about to change, with both Intel and its competitors working on 100MHz bus support (for further details on the following, technical and otherwise, see Tom's Hardware Guide).

Last month I mentioned some confusion regarding Intel's forthcoming Deschutes CPU: will it support a 66MHz, or a 100MHz bus? Well, the answer is both and in two ways.

One version will be for Slot 1 system boards. Still called Pentium II and intended for high-end desktop systems, it will start at 333MHz for the current 66MHz bus, followed by faster versions for 100MHz bus boards. It will support the current maximum 512MB of RAM and up to dual-CPU systems. A yet-unnamed version for new, 100MHz bus Slot 2 boards will replace the Pentium Pro for servers. Starting at 350MHz, it is expected to reach 450MHz. It will support up to quad-CPU systems and, probably, more than 512MB RAM.

AMD's first answer to Intel at the 100MHz bus speed will be the K6 3D CPU, starting at 300MHz. It will have proprietary, though licensable, multimedia extensions. It will be followed by the K6+ 3D, with a built-in 256KB L2 cache (with additional, L3 cache on the system board), starting at 350MHz. Both CPUs will work with Super 7 system boards, the new version of Socket 7 boards supporting both a 100MHz bus and AGP.

Cyrix's version of its 6x86MX CPU for the 100MHz bus, Cayenne, will have its own proprietary multimedia extensions (MMXFP), FPU enhancements and faster speeds.

While these developments mean to raise performance levels and offer users choices, the ensuing CPU, chipset and system board market fragmentation into proprietary segments is not good for users.

While these developments mean to raise performance levels and offer users choices, the ensuing CPU, chipset and system board market fragmentation into proprietary segments is not good for users. Furthermore, it makes competition with Intel—already difficult—even harder. AMD (showing signs of strain) and Cyrix require support by both chipset and system board makers to succeed, which is difficult in a market with such a highly dominant player. Their failure would hardly be beneficial to users in the long run.

The second bottleneck factor, memory, adds complications and uncertainties of its own.

RAM

Before the Pentium, the CPU data path was 32-bit and memory was structured in SIMMs (single in-line memory modules). RAM performance was specified in nanoseconds (ns), the time from CPU's read command to the time it got the data from memory. The performance of the FPM type of Dynamic RAM (DRAM) common at the time was 60ns, which translates to less than 30MHz in clock frequency terms.

For the Pentium, with rates of 100MHz and beyond and a bus frequency of 66MHz, 30MHz memory became a bottleneck. Also, Pentium's 64-bit data path required two 32-bit SIMMs for each upgrade.

Increasing caches in the CPU (L1) and system board (L2), which are faster than regular DRAM (e.g. 20ns for L2), helps, but it is also much more expensive. So additional techniques were used to work around the limitations of FPM RAM: EDO RAM increased performance to about 40MHz (25ns) and BEDO RAM a bit more, such that it approached the bus

continued on page 80

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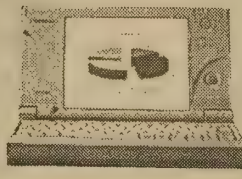

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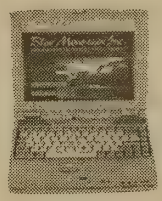

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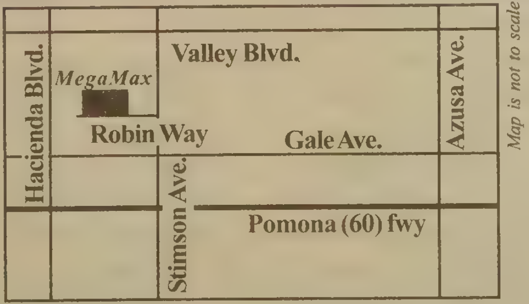

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32-Bit Computing

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speed of 66MHz. But with a 100MHz bus, this won't do at all.

Here is where SDRAM came in. Synchronous DRAM means that it is directly dependent on the clock speed of the entire system, that is, it works at the same speed as the system bus, up to 100MHz. It is structured in DIMMs (dual inline memory modules) and, thus, only one is required for an upgrade. But, as with the CPU, things get very tricky, as Steve Reynard, design engineer with Unigen, explains.

Theoretically, SDRAM's frequency in MHz is the inverse of access time in ns, so either could be used as performance specification. Ten-nanosecond SDRAM could operate at 100MHz, which is how currently available SDRAM is advertised. But this is misleading, because of CAS latency—the number of clock cycles from a read command until memory provides the data. The common CAS latencies of 2 or 3 allow memory to operate at higher frequencies by adding two or three delays (wait states), which give memory enough time to provide the data before the next read command.

Thus, current 10ns SDRAM with CAS latency of 2 operates only at the current bus speed, 66MHz. The next generation, with a latency of 3, will operate at 100MHz (as per the PC100 specifications for that bus). In fact, it's even more complicated, because two types of 8ns chips are also forthcoming, as follows:

Speed	CAS Latency 2	CAS Latency 3
10ns	66MHz	100MHz
8ns-I	75MHz	125MHz
8ns-II	100MHz	125MHz

Consequently, to avoid confusion, SDRAM should be spec'ed in both ns and real MHz, which takes latency into account.

While all SDRAM of the same specs generally performs similarly to ensure compatibility, some factors can affect reliability and performance.

Module design/layout: DIMMs consist of one or more memory chips. All chips meet specs, but some do it better than others and are more reliable. The main difference is how good the module layout is. If shortcuts to design are taken to cut costs, signals are weakened which, with a poorly designed system board, can result in compatibility and/or reliability problems.

Density: Modules (DIMMs) are made of chips. The size of chips (in Mb—megabits) and modules (in MB—megabytes) go hand in hand. When module size outpaces chip size, there are trade off points between performance and reliability. For example, currently there are no chips denser than 64Mb, and 256MB modules are probably too big for them (although Unigen has developed such, but at a higher cost).

Buffering: Is often used to work around the problems of higher density modules made from lower density chips. Buffered memory adds delay—it takes time for signals to propagate through buffers. Its only good use is in 256MB modules and beyond (it is necessary for very high density modules). It should be avoided for smaller modules, unless a system absolutely requires it.

> All chips meet specs, but some do it better than others and are more reliable. The main difference is how good the module layout is.
> If shortcuts to design are taken to cut costs, signals are weakened which, with a poorly designed system board, can result in compatibility and/or reliability problems.

Refresh rate: Doubling the refresh rate halves the retrievable page depth (number of columns), which doubles the read operations necessary for a given amount of information. Thus, lower rates mean higher performance. The optimal rates for performance are 2K for 16Mb chips and 4K for 64Mb chips, but 8K are more readily available and may be cheaper (16K rates are expected for 128Mb and 256Mb chips). Higher refresh rates also have lower power consumption, important for newer PCs that are turned "off" into suspend mode.

SDRAM modules from reputable manufacturers have a special EEPROM chip called Serial Presence Detect (SPD), which holds information about the module, such as speed settings. Slot 1 system boards with Intel's LX chipset and support from the BIOS can read the SPD and adjust settings to work with the SDRAM. While SDRAM modules without SPD are cheaper, they should be avoided, not only to ensure SDRAM compatibility with system board upgrades, but also because SPD absence denotes low quality.

To further muddy the waters, SDRAM may not be the most promising memory architecture at this juncture, in terms of both performance growth potential, or cost. Several other solutions are being developed. Intel has placed a bet on Rambus, a small company which, for the last nine years, has developed the RAMBus DRAM architecture. RDRAM purports to eliminate latency, by narrowing the bus path and treating it as a separate communication channel. RDRAM claims capability to reach GHz transfer rates (which SDRAM cannot) and at significantly lower cost than SDRAM and, as we shall see, features like AGP require very high transfer rates to provide benefits.

L2 Cache

The size of the L2 cache has grown from an initial 256KB to 2MB, currently possible with some chipsets. While a very large L2 cache did not do much for DOS and Windows 3.1 systems, it can improve performance considerably in 32-bit, multitasking environments, where multiple programs run simultaneously and both program and data files are large and growing.

Socket 7 systems have the L2 cache on the system board; its speed is tied to that of the memory bus. In fact, most of the performance gains from a faster bus will be achieved via the ensuing faster operation of the L2 cache.

The speed of Pentium II's built-in 512KB L2 cache is not tied to that of the memory bus—it runs at half the CPU speed. This is why, as explained last month, the effect of the faster bus will not be as pronounced for Slot 1 systems. AMD's K6+ 3D will also have a 256KB cache built-in but, unlike the Pentium II, it will also

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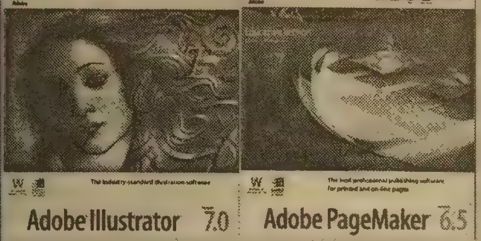
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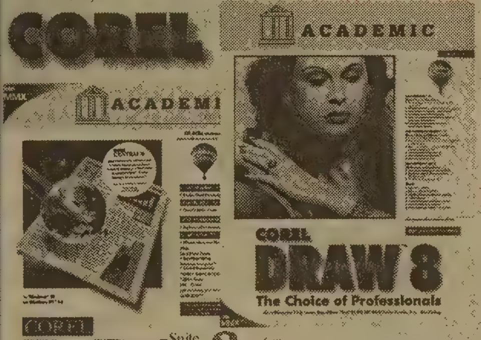

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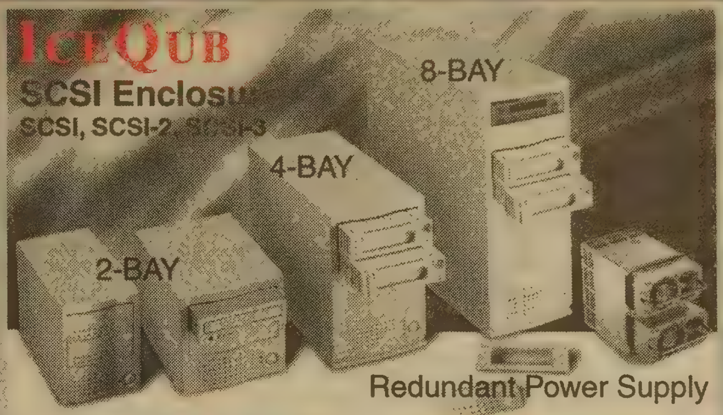

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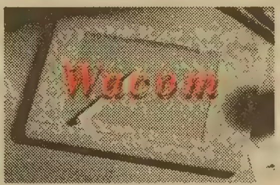

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Open Retail Monday thur Saturday . Open Mail Order Mon thur Sun support additional cache on the system board, L3. It is not clear whether the forthcoming Deschutes will do likewise.

What To Do?

With all the complications and pending developments, what should users interested in maximizing performance do?

The following suggestions are as tentative as the announcements and schedules on which they are based.

If at all possible, waiting for the 100MHz bus would be best, although the wait will be rather extended. While some 100MHz system boards may appear soon, the first generation of anything, let alone 100MHz bus, is not necessarily the best buy. Besides, both versions of the 100MHz Deschutes CPUs are not expected before the end of the year. The K6 3D will may show up at COMDEX; Super 7 system boards are expected in the first half of 1999.

Furthermore, high quality true 100MHz SDRAM (latency 3) will take several months to become available. According to Tom Hardware's Guide, for this reason "first 100MHz system boards will be very conservative to ensure reliability with lower quality SDRAM, so that there may not even be that huge performance increase over the current 66MHz," although the gain from the faster bus will be significantly greater for Socket 7 than for Slot 1 system boards.

According to Unigen's Reynard: "Since PC100 machines will be high-end, nobody would want to use 32MB, or smaller modules. 128MB 100MHz modules need 64Mb chips (256MB modules 128Mb chips) to be really practical. [So] many vendors are dropping 16Mb 100MHz SDRAM chips. The general trend seems to be that some of the higher quality Japanese manufacturers will go straight for 64Mb chips, while the Koreans, Taiwanese, and Malaysian companies will generally support 16Mb. This is one of the reasons for the delay of about a quarter in production shipments of 100MHz chips: the higher-tech companies are delayed by going to a smaller process, while those sticking with the older processes are normally the ones slower to market anyway."

Not to mention the complication of 8ns chips.

If the wait is too long, the best option now is a Slot 1 system like the one in Listing 1 (with a Unigen unbuffered 64MB, or 128MB DIMM using 64Mb chips and 4K refresh rate). Most of the components can be migrated to a 100MHz system board, CPU and SDRAM, when reliable ones become available. The only other candidate for upgrade will be the graphics card from a PCI to an AGP version. The current AGP operates at 66MHz, so you will not see any benefit without a 100MHz system that uses the forthcoming 100MHz AGP (for the full story on AGP, stay tuned).

(I would like to thank Steve Reynard for help with this article.) ■

Listing One: System Specs

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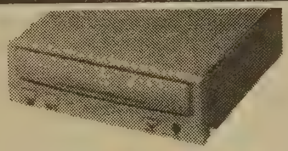

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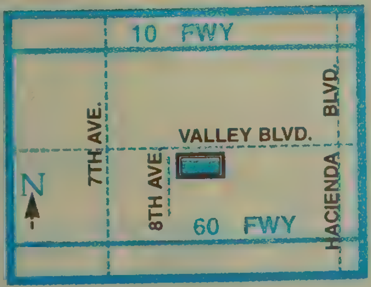

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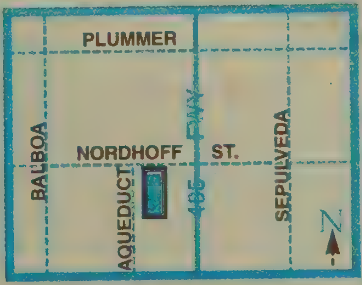

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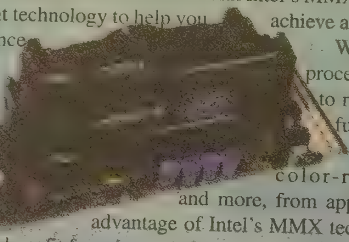

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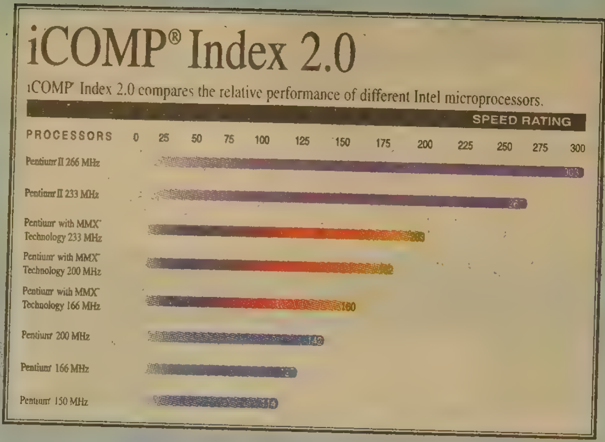

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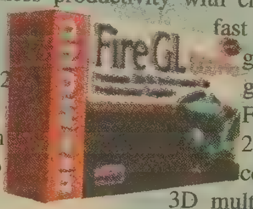

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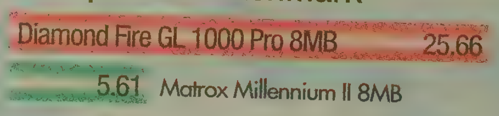

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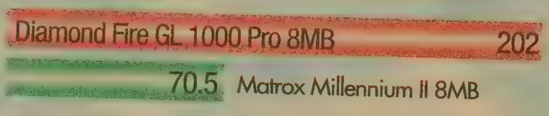

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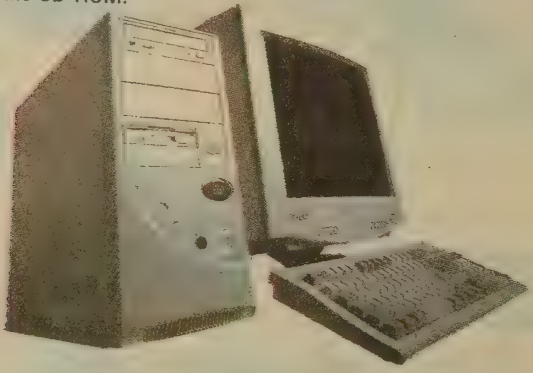

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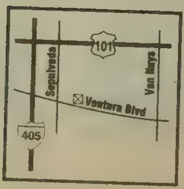

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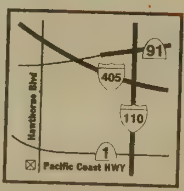

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UltraMedia

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32MB Hi-Performance EDO RAM
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*Diamond Stealth 64 Video 2MB EDO RAM
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*24X EIDE CD-ROM Drive
*16-Bit 3D PnP Stereo Sound Card
*200 Watts Stereo Speakers
*30+ Popular Bundled CD Titles
*56K Voice Fax Modem
*High Speed Serial / Parallel Port
*104-Key Win95' Keyboard
*Hi-Resolution Mouse
*Mid Tower Case, 7 Drive Bays
*Microsoft Windows 95'

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Pentium®200 MMX $899
Pentium®233 MMX $999

K6-166 MMX $849
K6-200 MMX $879
K6-233 MMX $979

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*Diamond Stealth 3D 2MB EDO RAM
3D Graphics, MPEG Video Playback
*17" 1280x1024 .28 NI SVGA Monitor
*24X EIDE CD-ROM Drive
*Sound Blaster AWE64 PnP Sound Card
*200 Watts Stereo Speakers
*30+ Popular Bundled CD Titles
*56K Voice Fax Modem
*High Speed Serial / Parallel Port
*104-Key Win95' Keyboard
*Hi-Resolution Mouse
*Mid Tower Case, 7 Drive Bays
*Microsoft Windows 95'

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Pentium®200 MMX $1149
Pentium®233 MMX $1249

K6-166 MMX $1099
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K6-233 MMX $1229

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*Sound Blaster AWE64 PnP Sound Card
*200 Watts Stereo Speakers
*56K Voice Fax Modem
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*Hi-Resolution Mouse
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*Microsoft Windows 95'

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Pentium®233 MMX $1349
Pentium®II 233 $1449

Pentium®II 266 $1599
Pentium® II 300 $1749
Pentium® II 333 $1949

ThunderMedia

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*512K Pipeline Burst Cache
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*1.44MB Floppy Drive
*100MB IDE ZIP Drive
*8.0GB Ultra ATA Hard Drive
*Diamond Stealth 3D Pro / 4000 AGP 4MB
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*32X EIDE CD-ROM Drive
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*US Robotics 56K V.90 Fax Modem
*High Speed Serial / Parallel Port
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*Hi-Resolution Mouse
*Mid Tower Case, 6 Drive Bays
*Microsoft Windows 95'

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Pentium®233 MMX $1699
Pentium®II 233 $1799

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*100MB IDE ZIP Drive
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*Hi-Resolution Mouse
*Mid Tower Case, 6 Drive Bays
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Pentium®233 MMX $1899
Pentium®II 233 $1999

Pentium®II 266 $2149
Pentium®II 300 $2299
Pentium®II 333 $2499

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*64MB Hi-Performance SDRAM
*1.44MB Floppy Drive
*4.2 GB Ultra Wide (40MB/Sec) SCSI Hard Drive
*Adaptec 2940 UltraWide SCSI Controller
*Diamond Fire GL Pro 1000 8MB AGP
*19" MAG DJ-800 .26 1600x1200 Monitor
On-Screen Display Control, Win95 Plug & Play
*32X EIDE CD-ROM Drive
*Sound Blaster AWE64 PnP Sound Card
*Super Woofer & Satellite Speaker Systems
*30+ Popular Bundled CD Titles
*US Robotics 56K Fax Modem
*High Speed Serial / Parallel Port
*104-Key Win95' Keyboard
*Hi-Resolution Mouse
*Full Tower Case, 10 Drive Bays
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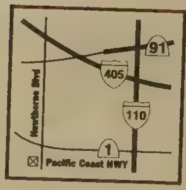
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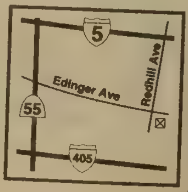
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- Dual Built-in Speakers & Microphone
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- PCMCIA 2xType II or 1xType III
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Pentium®200 MMX	**$1699**
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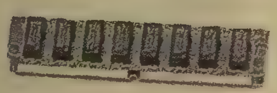
ThunderBook

- 14.2" Active Matrix XGA 1024x768
- 512K Pipeline Burst Cache
- 64MB Hi-Performance EDO RAM
- PCI 128-bit MPEG Video 4MB EDO RAM
- 3.2GB EIDE Hard Drive
- 1.44MB Floppy Drive
- 20X CD-ROM Drive
- 3D Full-Duplex Surround Sound
- Dual Built-in Speakers & Microphone
- Touch-Pad Pointing Device
- PCMCIA 2xType II or 1xType III
- IrDA Wireless Infra-Red Data Transfer
- Hi-Speed Serial / Parallel Port
- Lithon-Ion Battery
- Microsoft Windows 95'

Pentium®200 MMX	**$2999**
Pentium®233 MMX	**$3099**

Memory Upgrade



32MB-64MB	$149⁹⁹
64MB-128MB	$349⁹⁹

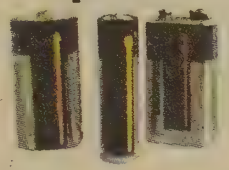
Hard Drive Upgrade

2.1GB-3.2GB	$149⁹⁹
3.2GB-5.0GB	$349⁹⁹

PCMCIA Modem

33.6 Fax Modem	$ 99⁹⁹
56K Fax Modem	$149⁹⁹
33.6 & Ethernet	$249⁹⁹

Battery Option



NiMH	$109⁹⁹
Lithon-Ion	$199⁹⁹

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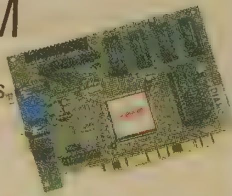
4MB EDO RAM



- Outrageously Fast 3D Graphics
- MPEG Playback Video

$69.99

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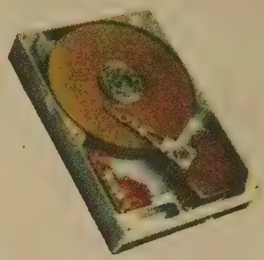
FUJITSU

3.2GB

Ultra ATA



- 10ms Access Time
- 256K Buffer
- 33MB/Sec Ultra DMA
- 5400 RPM
- 3 Year mfg. Warranty

$149.99

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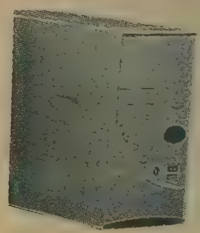
Mini Tower Case

w/230W



$22.99

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Intel Pentium 200 MMX CPU
512K Pipeline Burst Cache
Ball Bearing CPU Fan

MMX intel inside pentium PROCESSOR

$199.99

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6x86 P-200MX+ CPU
512K Pipeline Burst Cache
Ball Bearing CPU Fan

Cyrix 6x86 MX™ PROCESSOR

$149.99

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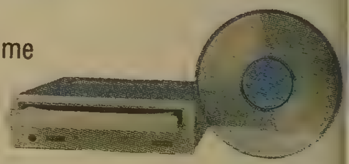
24X

CD-ROM

- 120ms Access Time
- 128K Buffer
- 3.6MB/Sec Transfer



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Panasync S70

- 17" 1280x1024, .27mm
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- On-Screen Display, PnP
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$419.99

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Internal IDE

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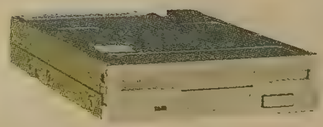

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- Internal V.34
- Rockwell Chipset

K56 FLEX CONNECT Rockwell

$59.99

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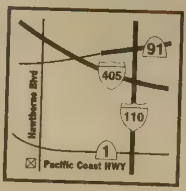

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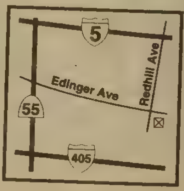

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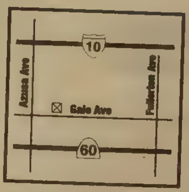

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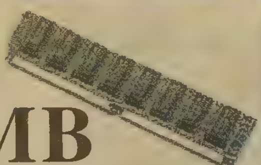
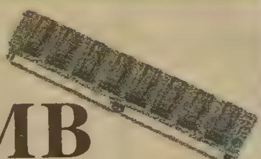
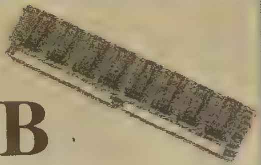
or
16x32
$169⁹⁹



32 MB
Memory
8x32 EDO
or
8x32-60
$59⁹⁹



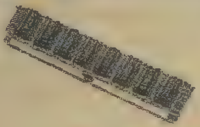
16 MB
Memory
4x32 EDO
or
4x32-60
$29⁹⁹



8 MB
Memory
2x32 EDO
or
2x32-60
$17⁹⁹

SDRAM

Synchronous Dynamic RAM



2X64 (16MB DIMM)	$ 39⁹⁹
4X64 (32MB DIMM)	$ 69⁹⁹
8X64 (64MB DIMM)	$149⁹⁹
16X64 (128MB DIMM)	$299⁹⁹

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Pentium II 300	$529⁹⁹	Pentium 200 MMX	$139⁹⁹
Pentium II 266	$379⁹⁹	Pentium 166 MMX	$119⁹⁹
Pentium II 233	$269⁹⁹		

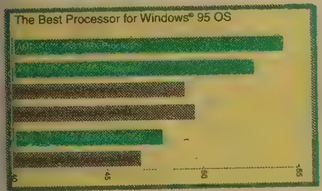
AMD K6 MMX PROCESSOR

Cyrix 6x86MX PROCESSOR

AMD K6-233	$ 169⁹⁹	6x86MX P233+	$ 139⁹⁹
AMD K6-200	$ 129⁹⁹	6x86MX P200+	$ 89⁹⁹
AMD K6-166	$ 109⁹⁹	IDT C-6 200 MMX	$ 89⁹⁹
AMD K5-166	$ 99⁹⁹	IDT C-6 180 MMX	$ 79⁹⁹

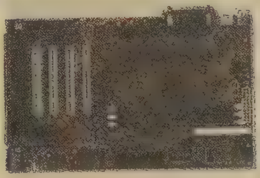
AMD K6 Processor Intel Triton TX Motherboard 512K Pipeline Burst Cache

AMD K6 MMX PROCESSOR



K6-166 MMX	$189⁹⁹
K6-200 MMX	$209⁹⁹
K6-233 MMX	$249⁹⁹

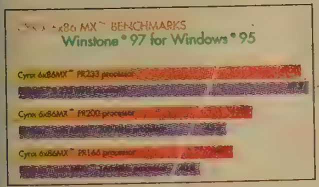
Intel Pentium II Processor ATX Motherboard w/ AGP



Pentium® II 233	$389⁹⁹
Pentium® II 266	$499⁹⁹
Pentium® II 300	$649⁹⁹
Pentium® II 333	$819⁹⁹

6x86MX Processor Intel Triton TX Motherboard 512K Pipeline Burst Cache

Cyrix 6x86MX™ PROCESSOR



6x86MX-166	$159⁹⁹
6x86MX-200	$169⁹⁹
6x86MX-233	$219⁹⁹

Intel Pentium® MMX Processor Intel Triton TX Motherboard 512K Pipeline Burst Cache

Pentium® 166 MMX	$199⁹⁹
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Pentium® 233 MMX	$279⁹⁹

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- New 440LX AGP chipset
- Pentium II, ATX Form factor
- 3x168-Pin DIMM
- 4xPCI / 2xISA / AGP Slots

intel	233 $469	266 $579	300 $729
	333 $899	350 N/A	400 N/A

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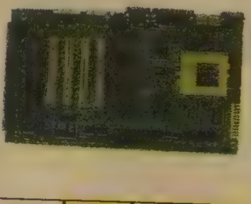
intel

Dakota

- New 440LX AGP chipset
- Dual Pentium II, ATX factor
- 4x168-Pin DIMM
- On Board Adaptec UW SCSI
- On Board 10/100 Network Card

intel	233 $869	266 $979	300 $1129
	333 $1299	300x2 $1659	333x2 $1999

$599.99



intel

Lonetree

512K Pipeline Burst Cache

- Intel Triton 430TX, 75-233 MHZ
- ATX Form Factor
- 2x168-Pin DIMM
- 4xPCI / 3XISA Slots
- Dual Ultra DMA & Hi-speed I/O

intel	166MMX $269	200MMX $289	233MMX $349

$149.99

ASUS

P2L97

- Pentium II 233-333 MHz
- New Intel 440LX AGP Chipset
- 3x168-Pin DIMM, SDRAM, EDO, ECC
- 5xPCI / 2x ISA / AGP slots
- Ultra DMA / 33, ATX Form Factor

intel	233 $429	266 $539	300 $659
	333 $859	350 N/A	400 N/A

$159.99

ASUS

P2L97-S

- Pentium II 233-333 MHz
- New Intel 440LX AGP Chipset
- 3x168-Pin DIMM, SDRAM, EDO, ECC
- 5xPCI / 2x ISA / AGP slots
- Ultra DMA / 33, ATX Form Factor
- Adaptec 2940 Ultra Wide SCSI

intel	233 $519	266 $629	300 $779
	333 $949	350 N/A	400 N/A

$249.99

ASUS

P2L97-DS

- Dual Pentium II 233-333 MHz
- New Intel 440LX AGP Chipset
- 4x168-Pin DIMM, SDRAM, EDO, ECC
- 4xPCI / 2xISA / AGP slots
- Ultra DMA / 33, ATX Form Factor
- Adaptec 2940 Ultra Wide SCSI

intel	233 $669	266 $779	300 $929
	333 $1099	300x2 $1459	333x2 $1799

$399.99

ASUS

TX97-E

512K Pipeline Burst Cache

- Intel Triton 430TX Chipset, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 2x168-Pin & 4x72-Pin SIMM
- 3xISA & 4xPCI / 1x Media Bus
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX $249	200MMX $269	233MMX $329
AMD K6	K6-166 [illegible]	K6-200 [illegible]	K6-233 [illegible]
6x86	166MX [illegible]	200MX [illegible]	233MX $269

$129.99

ASUS

TX97

512K Pipeline Burst Cache

- Intel Triton 430TX Chipset, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 3x168-Pin SDRAM DIMM, 128MB Max
- 4xPCI / 4xISA / lxMediaBus
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX $249	200MMX $269	233MMX $329
AMD K6	K6-166 $239	K6-200 $259	K6-233 $299
6x86	166MX $209	200MX $219	233MX $269

$129.99

ASUS

TXP4

512K Pipeline Burst Cache

- Intel Triton 430TX Chipset, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 2x168-Pin & 4x72-Pin SIMM
- 3xISA / 4xPCI slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX $229	200MMX $249	233MMX $309
AMD K6	K6-166 $219	K6-200 $239	K6-233 $279
6x86	166MX $189	200MX $199	233MX $249

$109.99

Iwill

P55XUW

512K Pipeline Burst Cache

- Intel Triton TX, ATX Form Factor
- Pentium, MMX, 6x86, M2, AMD K5, K6
- Adaptec Ultra Wide SCSI
- 4x72-Pin SIMM, 2x168-Pin DIMM
- 5xPCI / 3xISA Slots

intel	166MMX $469	200MMX [illegible]	233MMX [illegible]
AMD K6	K6-166 $349	K6-200 [illegible]	K6-233 [illegible]
6x86	166MX [illegible]	200MX [illegible]	233MX [illegible]

$239.99

Iwill

P55XB2

512K Pipeline Burst Cache

- Intel Triton 430TX, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5 & K6
- 2x168-Pin DIMM, 4x72-Pin SIMM
- 5xPCI / 3xISA Slots

intel	166MMX $229	200MMX $249	233MMX $309
AMD K6	K6-166 $219	K6-200 $239	K6-233 $279
6x86	166MX $189	200MX [illegible]	233MX $249

$109.99

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PII LS

- Intel 440LX AGP Chipset
- Pentium II 233-333MHz +
- Adaptec Ultra Wide SCSI
- Adaptec RaidBus Ready
- 4x168-Pin DIMM, 1024MB Max
- 4xPCI / 3xISA / AGP Slots

intel	233 $549	266 $659	300 $809
	333 $979	350 N/A	400 N/A

$279.99

Jumperless

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TX5

512K Pipeline Burst Cache

- Intel Triton 430TX Chipset, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 2x168-Pin DIMM & 4x72-Pin SIMM
- 4xPCI / 3xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX [illegible]	200MMX [illegible]	233MMX [illegible]
AMD K6	K6-166 [illegible]	K6-200 [illegible]	K6-233 [illegible]
6x86	166MX [illegible]	200MX [illegible]	233MX [illegible]

$119.99

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PX5

512K Pipeline Burst Cache

- Intel Triton TX Chipset, 75-233MHz
- Pentium, MMX, 6x86, AMD K5, K6
- 2x72-Pin SIMM & 2x168-Pin DIMM
- 4xPCI / 4xISA Slot

intel	166MMX $219	200MMX $239	233MMX $299
AMD K6	K6-166 $209	K6-200 $229	K6-233 $269
6x86	166MX $179	200MX $189	233MX $239

$99.99

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LX6

- Pentium II 233-333MHz +
- New 440LX AGP Chipset
- AGP, SDRAM, Ultra DMA Support
- 4x 168-Pin DIMM
- 4x PCI / 3xISA / AGP Slots

intel	233 $429	266 $539	300 $689
	333 $859	350 N/A	400 N/A

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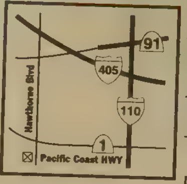

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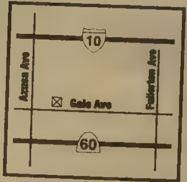

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- Dual Pentium II 233-333MHz +
- New 440LX AGP chipset
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- 4xPCI / 3xISA / AGP Slots
- ATX Form Factor

intel	233	266	300
	$529	$639	$789
	333	300x2	333x2
	$959	$1319	$1659

$259⁹⁹

SUPERMICRO
SUPER MICRO COMPUTER INC.

P6DLS

- Dual Pentium II 233-333MHz +
- New 440LX AGP chipset
- 4x168-Pin DIMM
- 4xPCI / 3xISA / AGP Slots
- Adaptec 2940 Ultra Wide SCSI

intel	233	266	300
	$629	$739	$889
	333	300x2	333x2
	$1059	$1419	$1759

$359⁹⁹

SUPERMICRO
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P6SLA

- Pentium II 233-333MHz +
- New 440LX AGP Chipset
- AGP, SDRAM, Ultra DMA Support
- 3x 168-Pin DIMM
- 4x PCI / 3xISA / AGP Slots

intel	233	266	300
	$419	$529	$679
	333	350	400
	$849	N/A	N/A

$149⁹⁹

TYAN COMPUTER

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512K Pipeline Burst Cache

- Intel Triton 430HX, 75-200MHz
- Supports Single or Dual Processor
- Pentium, MMX, 6x86, AMD K5
- 8x72-Pin SIMM, 256MB Max
- 4xPCI / 5xISA Slots

intel	166MMX	200MMX	233MMX
	$309	$329	$389
AMD K6	K6-166	K6-200	K6-233
	$299	$319	$359
6x86	166MX	200MX	233MX
	$269	$279	$329

$189⁹⁹

SUPERMICRO
SUPER MICRO COMPUTER INC.

P5MMA98

512K Pipeline Burst Cache

- Intel 430TX, 75-233MHz, ATX Form Factor
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 4x72-Pin SIMM & 2x168-Pin DIMM
- 4xPCI / 4xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX	200MMX	233MMX
	$249	$269	$329
AMD K6	K6-166	K6-200	K6-233
	$239	[illegible]	$299
6x86	166MX	200MX	233MX
	$209	$219	[illegible]

$129⁹⁹

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SUPER MICRO COMPUTER INC.

P5MMS98

512K Pipeline Burst Cache

- Intel Triton 430TX, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 4x72-Pin SIMM & 2x168-Pin DIMM
- 4xPCI / 4xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX	200MMX	233MMX
	[illegible]	[illegible]	$319
AMD K6	K6-166	K6-200	K6-233
	$229	[illegible]	[illegible]
6x86	166MX	200MX	233MX
	[illegible]	[illegible]	[illegible]

$119⁹⁹

TYAN COMPUTER

Tiger LX

- Pentium II 233-333MHz +
- New Intel 440LX AGP chipset
- 4x168-Pin DIMM
- 5xPCI / 2xISA / AGP slots
- AGP, SDRAM, Ultra DMA Support

intel	233	266	300
	$439	$549	$699
	333	350	400
	$869	N/A	N/A

$169⁹⁹

TYAN COMPUTER

Titan Turbo ATX-2

512K Pipeline Burst Cache

- Intel Triton TX, 75-233MHz
- Pentium, MMX, 6x86, AMD K5, K6
- 6x72-Pin SIMM, 2x168-Pin DIMM
- 5xPCI / 3xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX	200MMX	233MMX
	$239	$259	$319
AMD K6	K6-166	K6-200	K6-233
	$229	$249	$269
6x86	166MX	200MX	233MX
	$199	$209	$259

$119⁹⁹

TYAN COMPUTER

Titan Turbo AT-2

512K Pipeline Burst Cache

- Intel Triton TX, 75-233MHz
- Pentium, MMX, 6x86, AMD K5, K6
- 6x72-Pin SIMM, 2x168-Pin DIMM
- 4xPCI / 4xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX	200MMX	233MMX
	[illegible]	[illegible]	[illegible]
AMD K6	K6-166	K6-200	K6-233
	[illegible]	[illegible]	$279
6x86	166MX	200MX	233MX
	$189	$199	$249

$109⁹⁹

FIC

AGP
ACCELERATED GRAPHICS PORT

PA-2012

1MB Pipeline Burst Cache

- VIA Apollo Chipset, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 3x168-Pin DIMM, 384MB Max
- 2xISA / 4xPCI / 1xAGP Slots
- ATX Form Factor

intel	166MMX	200MMX	233MMX
	$259	$279	$339
AMD K6	K6-166	K6-200	K6-233
	$249	$269	$309
6x86	166MX	200MX	233MX
	$219	$229	$279

$139⁹⁹

FIC

1MB Cache

PA-2007

1MB Pipeline Burst Cache

- VIA Apollo Chipset, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 2x168-Pin & 4x72-Pin SIMM
- 3xISA / 4xPCI Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX	200MMX	233MMX
	$239	$259	$319
AMD K6	K6-166	K6-200	K6-233
	$229	$249	$289
6x86	166MX	200MX	233MX
	$199	$209	$259

$119⁹⁹

intel® Chipset

440LX AGP

- Pentium II 233-333MHz
- New 440LX AGP Chipset
- 3x168-Pin DIMM
- 4xPCI / 3xISA / AGP Slots
- ATX Form Factor

intel	233	266	300
	$389	$499	$649
	333	350	400
	$819	N/A	N/A

$119⁹⁹

VX Pro

512K Pipeline Burst Cache

- VIA / VX Pro chipset, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 4x72-Pin SIMM, 1x168-Pin DIMM
- 3xPCI / 3xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX	200MMX	233MMX
	$189	$209	$269
AMD K6	K6-166	K6-200	K6-233
	$179	$199	$239
6x86	166MX	200MX	233MX
	$149	$159	$209

$69⁹⁹

AGP
ACCELERATED GRAPHICS PORT

VIA Apollo

1MB Pipeline Burst Cache

- VIA Apollo VP3 chipset, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 4x72-Pin SIMM, 2x168-Pin DIMM
- 4xPCI / 3xISA / AGP Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX	200MMX	233MMX
	$209	$229	$289
AMD K6	K6-166	K6-200	K6-233
	$199	$219	$259
6x86	166MX	200MX	233MX
	$169	$179	$229

$89⁹⁹

intel® Chipset

Intel Triton TX

512K Pipeline Burst Cache

- Intel Triton 430TX, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5 & K6
- 4x72-Pin SIMM, 2x168-Pin DIMM
- 4xPCI / 3xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX	200MMX	233MMX
	[illegible]	[illegible]	[illegible]
AMD K6	K6-166	K6-200	K6-233
	[illegible]	[illegible]	$249
6x86	166MX	200MX	233MX
	[illegible]	[illegible]	$219

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- 10ms Access Time
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- 512K Buffer
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- 33 MB/sec Ultra DMA
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- 128K Buffer
- 3 Year Warranty

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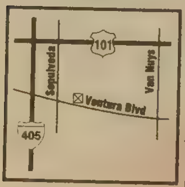

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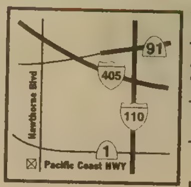

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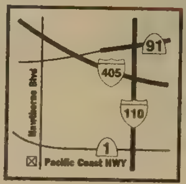

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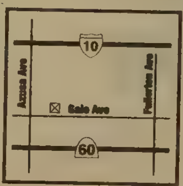

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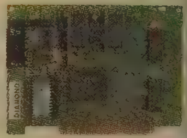

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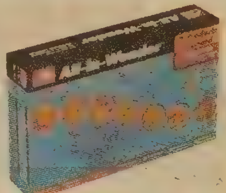
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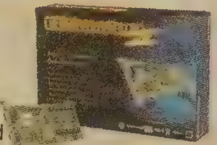

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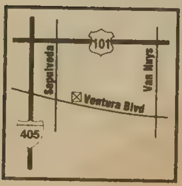
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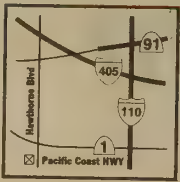
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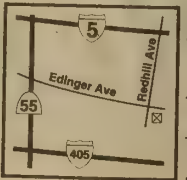
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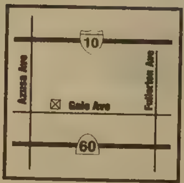
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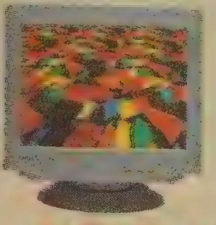

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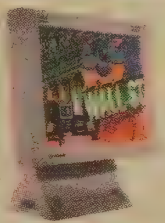

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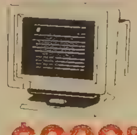

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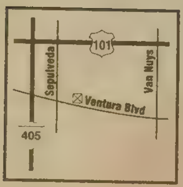

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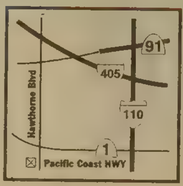

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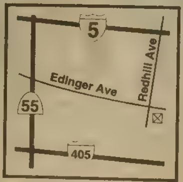

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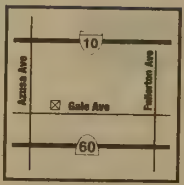

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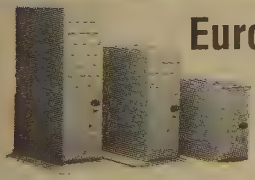

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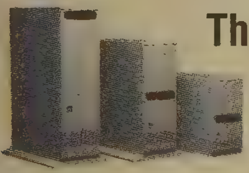

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SC 501-A Mid Tower, 6 Bays, 300W, ATX	$129⁹⁹
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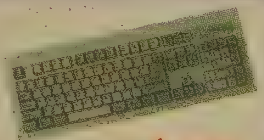

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- Prints up to 8 PPM in Black
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- 2 Years Warranty

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- Size 4" x 6" to legal size

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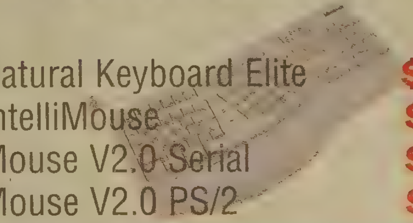

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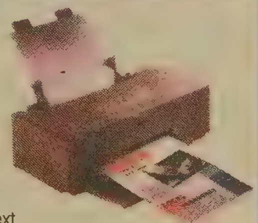

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- Prints up to 3 PPM in Black
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- 2 Years Warranty

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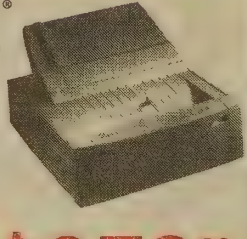

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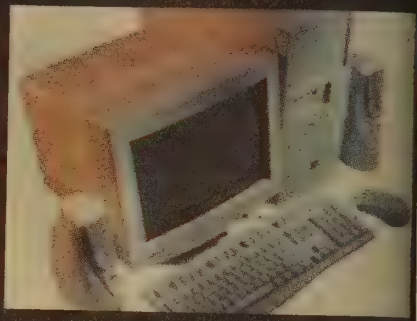

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- DataBridge 33.6K Fax/Modem
- Audio Works AE-T20 144W Amplified Stereo Speakers
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- Western Digital 3.2GB Ultra DMA IDE Hard Drive
- Toshiba 24X IDE CD-ROM Drive
- Yamaha SoftSynth Wavetable Sound Card
- DataBridge 56K KFlex Fax/Modem
- Audio Works AE-T20 144W Amplified Stereo Speakers
- Hansol 500A 15" .28 1024x768 Monitor

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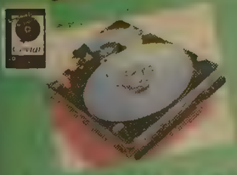

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The Annual Refrain

I Love Taxes...

And doesn't everyone? This is the time of year when we find out if we have paid enough to our Great Republic. Maybe we get a bit back; maybe we send a bit more in. It is a pleasant and relaxing evening whiled away with the forms.

Record Keeping For Taxes

I am one of those who just cannot stand a record-keeping system. Other people can keep immaculate and detailed records. My wife is one such person—even her handwriting is beautiful. But I just hate keeping records and do not seem to have a talent for it. I have had to develop an absolutely-minimum-effort way of recording my income and expenses for a cash-based business like writing.

Here is how I have been doing it for the last several years. I use a flat-file database. It is amazing how many programs include one. Microsoft Works offers one, as do Claris Works and InfoSelect.

I spent about a half-hour designing two little databases. One is for income. The Income database has fields for Date, Client, Product, Amount, and Memo. This is an absolute minimum, of course. One could have additional fields for Billing Date, Payment Date, and so on. But the idea is that there is a record of every sale I make, and that it is easy to fill out that record.

A second database is for Expenses. I have fields in it for Date, Item Bought, Vendor, Tax Category, and Amount. The Tax Category field is because my Schedule C will later ask me to sort expenses into those categories. Among those the IRS provides blanks for are Advertising, Bad Debts, Car and Truck Expenses, Commissions, Depletion, Employee Benefit programs, Insurance, Interest, Mortgage, Legal and Professional Services, Office Expense, Profit-Sharing, Rent or Lease, Supplies, Taxes and Fees, Travel-Meals-and-Entertainment, Utilities, Wages and Other. Because I include those categories when I record the expenses, I can sort them easily later.

> *The most important thing about a record system is that you use it. If you are naturally tidy, you can use a complex system well. If you are born to the shoe-box, however, you need a computer system that is so easy to employ that you use it almost without effort.*

Most flat-file programs have reports that allow you to group records and get both subtotals and totals. If you are working with one so simple that it does not, you will likely be able to export the information to another program. I move my expense records into Microsoft Excel and clean them up a bit. Then I sort them by Tax Category and subtotal them. The whole job takes perhaps a half-hour, once a year. Income is just as quickly summarized. I print out these two summaries and I have all the information I need to fill out my tax forms.

There are better ways to do this, I swear. If I were really organized, I would have everything in a program like QuickBooks, and just squirt it out in table form at the end of the year.

But I have found that the most important thing about a record system is that you use it. If you are naturally tidy, you can use a complex system well. If you are born to the shoe-box, however, you need a computer system that is so easy to employ that you use it almost without effort.

I actually do fill out the records in my database, because I have made it as accessible as I can. Here are some principles I have found that make it work.

- Build your record system in software you use daily. I use InfoSelect every day. It is loaded when my computer starts and is always open on the desktop. Its flat-file database is not the most sophisticated, but it is right there.
- Figure out the minimum information you need, and record only that. Sure it would be nice to know the birthdays of your clients. But unless you are an astrologer you don't need to know them. Keeping the information minimal makes it simple to fill out the form.
- Fill out forms right now, before you file that document. It is always a pain to make a record, but it is less of a pain if you have to handle the document only once.

The idea is to make the record-keeping right there, simple, and right now. In other words, I want to make it easier to keep records as I go along than to toss the documents into a shoe-box.

And it has worked. Pretty much. Well, a lot of the time.

Untaxing Software

This year I got a copy of Intuit's tax software. They have TurboTax for Windows, and the very similar MacInTax for the Macintosh. I must say that good software makes the process about as painless as it can be.

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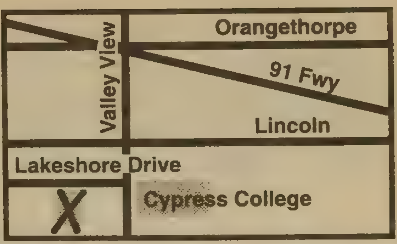

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The basic strategy for income-tax programs is simple, and has been used in all the programs I have seen. There is a two-path system for all the steps, and there is checking afterward to make sure you have not missed any steps or done them wrong.

The first path is for those of us who do not know the tax system at all. The program interviews us to find out what kind of tax-forms we need to complete. Do we need to fill out forms for a business? Are we filing as a single person? As a couple filing jointly? As members of a couple filing separate returns? When it has found out what forms it will need to fill out, the program then interviews us again to collect the information for each form.

In many ways you are just filling out the blanks as you would on a tax form. You might ask, then what is the advantage of using a tax program for this part of the work? There are at least four benefits.

One is that the program guides you to fill out only the right blanks. If you are like me, you may have filled out forms with far more information than you needed to. Another advantage is that the program makes sure you have not missed any blanks that need to be filled out. For instance, the tax form wants the "Control Number" from your W-2 form. I had never even noticed that number until TurboTax asked for it. A third service is that the program will do its best to ensure that you have entered correctly formatted information. It helps you avoid typos in Social Security numbers, not—heh, heh—that we would make such a silly mistake.

Finally, it can offer you advice about audit-triggers. If you make certain entries, even if they are quite true, TurboTax will warn you that they may get the tax-wolf's interest up.

Is the dog a dependent? No. Not unless you are a dog breeder, and then your dog is only a business expense. One of the most useful aspects of TurboTax is that every time they ask you a question, there is quick access to help-files with intelligible answers. If there is jargon, there's a glossary to go with it. I find this the best design for help files—first you get a superficial orientation, and then access to more in-depth analysis.

Some programs include only the IRS tax information. That is like the duck getting guidance from the duck hunter—one may suspect the motives of the advisor. TurboTax and MacInTax Deluxe include CD versions of two books assuredly not written by the IRS. One is Money Magazine's *Income Tax Handbook*, by Mary Sprouse. The other is *How to Pay Zero Taxes*, by Jeff Schnepper.

> *Figure out the minimum information you need, and record only that. Sure it would be nice to know the birthdays of your clients. But unless you are an astrologer you don't need to know them. Keeping the information minimal makes it simple to fill out the form.*

One common query of particular interest to small and home office users is about the home-office deduction. What exactly does it take to make your home office deductible? Schnepper's book quotes from extensive tax-court case law, giving you an idea of what has been allowed and what has not.

There are 88 forms included with TurboTax Deluxe. If you are approaching the tax deadline, and wondering if the program has everything you need, the answer is probably yes. You can also get a state version, which means you truly have everything you need. The program will transfer all your Federal entries over to the state form, and ask you any additional questions it may have. You can file electronically for a small fee—or free if you buy the deluxe version.

There is another quality to the program that seems almost silly to mention, but it did matter to me. Tax-time is stressful. TurboTax is designed to be as pleasant as possible. The whole interface is done in quiet adobe colors with blue navigation buttons. There are small touches of humor—"You get to fill out another form, lucky you!"—but they are not overdone. Everything about the interface helps to reduce the inevitable angst one feels in filling out tax forms. TurboTax combines an air of utter competence with this calming demeanor, and becomes a double winner. I tip my hat to the thoughtful people who designed TurboTax.

More About Joint Ventures

In issue 175 *(www.microtimes.com/175/soho.html)* we talked about collaborative ventures with other businesses. Apparently we were not the only people thinking along these lines.

Thomas (Marty) Harwell-Weiler wrote in to talk about work he has been doing with "Recombinant Work Teams." The idea is the same as that talked about in the column—teams of equals that come together briefly to accomplish a task, and then go their separate ways. He pointed us to his Web site (see Resources) for a look at some examples of the calculations such a collaborative team might make. He calls the whole system PRO-MAS™, and it is definitely worth a visit.

He makes a running calculation of what each contributor has brought to the enterprise. He quantifies them in "Investment Credit Points" or ICPs. By tracking these ICPs, the short-term partners can agree on what their share of the take should be.

Harwell-Weiler's page is interesting because he lists the whole strategy as a set of principles. He then gives concrete cases of the principles at work, and walks through the math. Sometimes the math needs work—I did catch one error. But the principles provide a simple system for figuring how to think about joint ventures. Here's a sample:

Clyde and Clydette contribute time and money on a joint venture to design a greeting card. Clyde, as super secretary, determines his time to be worth US$17.00 per hour (17PH). Clydette, as graphic artist, determines her time to be worth US$28.00 per hour (28PH). PRO-MAS 101: Time spent and monies expended directly equate to ICPs (Investment Credit Points) which transcribe into percentages earned for the division of fees collected. Verifiable documentation should be available to substantiate claims of monetary expenditures. Note that 'per-project' rates (versus time frame calculations) are best expressed as 'monies expended' to confirm simplified PRO-MAS accounting. Decimal points are carried out to at least the third place and then rounded off to the second place to ensure accuracy down to the farthing.

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continued on page 237

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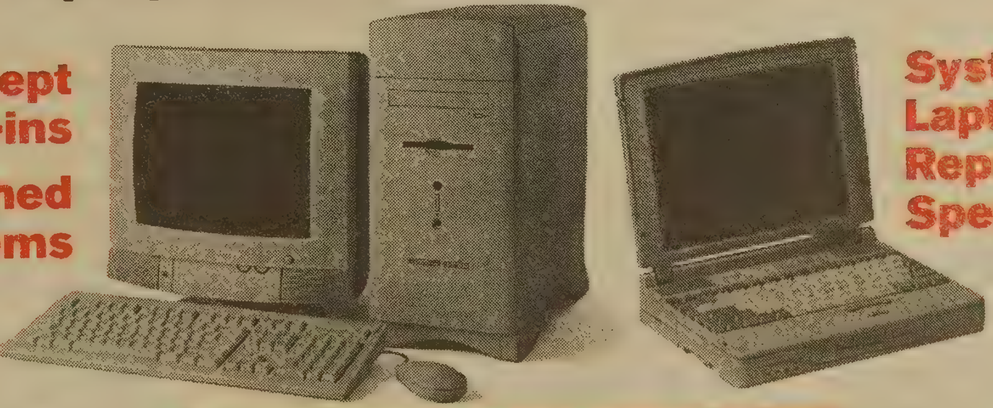

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California Won't Tax Internet Transactions

State Surrenders Without A Fight

Cyberstores offer a new, electronic purchasing channel for goods ranging from books to car parts to desktop computer systems. But collecting sales taxes in an environment where buyer and vendor may be unable to establish each other's identity or whereabouts will be a challenge for even the biggest of governments.

From its easy chair, California has risen to the occasion with long awaited regulations addressing collection of sales tax from Internet salesfolk. Under the newly issued regulations, a retailer not humanly engaged in business in the state can sell to Californians from a Web site without having to collect sales taxes from them. The key is knowing when you are considered to be doing business in the state, as opposed to in an electronic cloud passing through it.

Technically, if a buyer isn't hit with the California state sales tax in a transaction, there is a "use" tax imposed later—such as the DMV would collect if you live in San Francisco and register a car you bought in Oregon. The reality, of course, is that most interstate purchases go unreported and use taxes are rarely paid voluntarily. Few Californians who buy from out-of-state mail order houses have ever filed a use tax return, even though it is legally required.

Given the enormous difficulties of trying to collect and enforce state sales taxes, or most any law, in cyberspace, California has simply decided to not require out-of-state retailers to collect it—only those doing business within the state face this requirement. Otherwise, customers are on the honor system. And there is no honor among shoppers.

California's decision offers a potential competitive windfall to virtual peddlers with California customers. Obviously, if the seller doesn't collect the sales tax, leaving it up to the purchaser's sense of duty and civic pride, the tax won't get paid and the customer sees a cost savings.

The effect on sales could be dramatic, especially among those letting their mouse do the walking in search of bargains bubbling up from the digital soup. A customer in Alameda County could avoid about $300 of sales taxes on a typical laptop computer simply by ordering it over the Internet. If some Web retailers collect California sales taxes while others do not, it hardly takes Roger Tory Peterson, CPA to figure out which bird will get the worm.

Technically, if a buyer isn't hit with the California state sales tax in a transaction, there is a "use" tax imposed later—such as the DMV would collect if you live in San Francisco and register a car you bought in Oregon.

The same principle may or may not apply elsewhere. Different states have adopted markedly different approaches to taxing Internet commerce. At present, 24 states and Washington, D.C. impose some form of taxation, 22 have declared Internet sales off-limits, and four states are still looking for a version of MacIntax that runs on an Apple IIe. California has thus weighed in as a friendlier state than most for Internet business.

It pays for vendors to familiarize themselves with the new rules, as well as the statutory definition of the term "retailer engaged in business in this state." Regardless of your feelings about digital stores being abused as avenues for sales tax avoidance, they are now part of the competitive mix. If you—or your pixel likeness—sell online, it is wise to consider strategic business opportunities by reviewing a few tax precepts presented here.

The Basics

Generally, California imposes a retail sales tax on tangible personal property acquired within the state.

Even sellers whose central operations are located out of state must collect the tax on sales within the state, if that retailer has a substantial business connection with California. The business connection is also referred to as a nexus.

The key is that a state must have a substantial nexus with a retailer. Otherwise, it won't have jurisdiction over the retailer, who then can't be compelled to collect beans.

In California, the State Board of Equalization administers sales and use taxes. To address the problems inherent in Internet sales, the Board adopted the new regulation specifically addressing whether or not a cybervendor is engaged in business in the state.

The new rule, an amendment to Regulation 1684, became effective on November 27, 1997. It states:

> The use of a computer server on the Internet to create or maintain a World Wide Web page or site by an out-of-state retailer will not be considered a factor in determining whether the retailer has a substantial nexus with California. No Internet Service Provider, On-line Service Provider, internet-

continued on page 110

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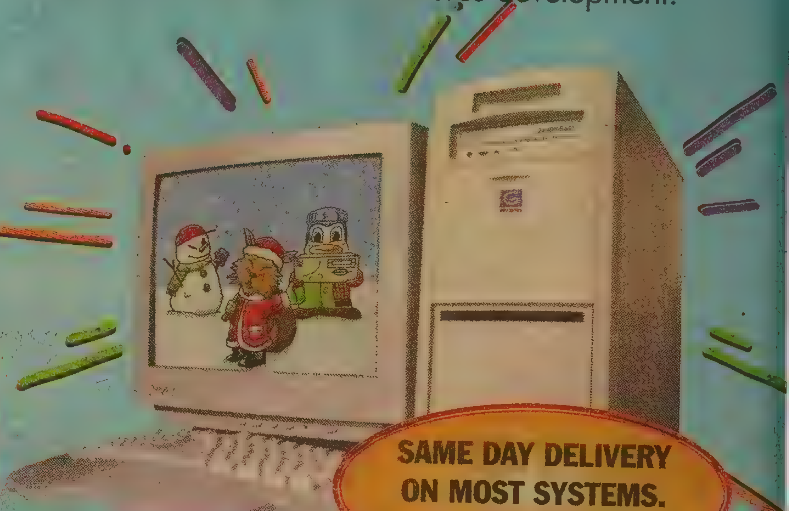

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Accounting

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work communication server provider, or other Internet access service provider, or World Wide Web hosting services shall be deemed the agent or representative of any out-of-state retailer as a result of the service provider maintaining or taking orders via a Web page or site on a computer server that is physically located in this state.

What It Means

Out-of-state retailers whose only contact with California is the use of a computer server to create or maintain a Web site have no substantial nexus with the state and therefore are not required to collect tax from Californians.

Let's say a person owns a California corporation that sells laptop computers by taking orders through its Web site. Say the person also owns a Nevada corporation that does exactly the same thing. Both corporations have employees who sit at their mouse pads all day filling orders.

> *At present, 24 states and Washington, D.C. impose some form of taxation, 22 have declared Internet sales off-limits, and four states are still looking for a version of MacInTax that runs on an Apple IIe.*

The employees of the Nevada corporation work anywhere on the planet except California. They might visit or even live in California; they simply can't carry on corporate affairs while in the state. Moreover, the Nevada corporation itself does not own or lease property in California, nor have any agents or representatives working in the state.

In this simple example, the California corporation must collect sales tax on sales that are delivered within the state, whereas the Nevada corporation need not. This is true even if both corporations obtain all their business by advertising in a local publication like *MicroTimes*. The cybercustomer doesn't know, and might not even care, where the seller is situated.

Clearly, the owner would have an incentive to follow a business strategy that avoids the need to collect California sales taxes. If the retailer incorporates out of state and is able to conduct the sale over the Internet without establishing a biological presence in California, then under Regulation 1602, they're off the hook.

The proprietor of a virtual store can often navigate clear of "officially" engaging in business in California without too much difficulty, even if the owner lives in California and carries on other business there. The definition of "Retailer engaged in business in this state" is set forth under Section 6203 of the California Revenue and Taxation Code.

That lengthy statute should be carefully reviewed by you and your tax planner. It was recently amended and the changes will become operative April 1, 1998. To be safe, be sure your copy of the law is current, although the most recent amendments will affect relatively few people.

Under Section 6203, situations you would want to avoid as a business owner include (1) owning, renting, or leasing a business location in California, (2) having employees, representatives, salespeople, or agents in California, or (3) deriving rent from property in California.

If a corporation is domiciled or registered to do business in California, it is certainly considered to do business there. As such, you would need to collect sales taxes from California customers.

A Better Mouse Trap

California now sees virtual retailers, for tax purposes, as essentially equivalent to mail order houses. Doing business on the Internet, however, potentially offers conveniences and advantages that mail order catalogues can't claim (e.g., faster order processing, visual confirmation, fewer murdered trees in the mailbox). Interactive electronic solicitation may in many cases become the preferred mode of doing business for the purchaser.

And cyberhaberdashers can conduct business on the Internet through remote service providers engaged in non-traceable transactions from unknown locations. One tax commentator wonders, "Have surfers and sellers found a tax haven on the Internet equivalent to off-shore banking?"

It is likely that the shift to electronic commerce will eventually erode the tax base and have secondary tax policy implications. As its revenue sources disappear into a digital black hole, California may be motivated to find a way to enforce sales and use taxes more effectively. To the extent that an adequate enforcement mechanism cannot be found, no doubt pressure will be brought for the state to abandon traditional sales taxes in face-time transactions, too, seeking other revenue sources instead.

Sales strategies will surely evolve to further exploit the direct marketing potential of the Internet, whether this change is market driven or mere tax avoidance. But until the revenuers catch up, there's untaxed gold in them there hills. ■

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1997 Income Tax Organizer (available for individuals, partnerships, corporations, or trusts)

Amended California Regulations Section 1684

California Revenue and Taxation Code Section 6203

RESOURCES:

Sally Adams, **"Danger: Internet Taxes Ahead,"** CCH TAXES *Magazine*, p. 495 (September 1997).

Use of Internet by Out-of State Retailer Creates No Substantial Nexus for Use Tax State Taxes: BNA Daily Tax Report No. 230 (December 1, 1997).

Report by Organization for Economic Cooperation and Development (OECD), *Electronic Commerce: The Challenges to Tax Authorities and Commerce (1997).*

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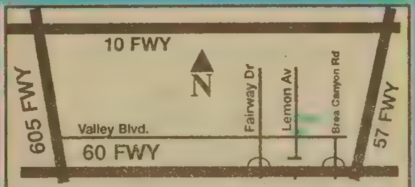

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Windows CE 2.0: The Sequel

Sharp Mobilon Shows Off New Ultralight OS Capabilities

Much fanfare surrounded the first release of Windows CE, Microsoft's bantamweight Windows-style operating system for palmtops and small consumer devices. (What does CE stand for? Originally some speculated it stood for "Consumer Edition" or "Compact Edition," but later Microsoft apparently decided that they didn't want to limit the operating system to a specific niche, so now they say it doesn't stand for anything at all.)

Big manufacturers including Philips, HP, Compaq, Casio, Sharp, and Hitachi stepped forward with implementations; a large supply of machines were manufactured—and then, nothing. For a variety of reasons, Windows CE 1.0 machines floundered in the marketplace; just a fraction of the machines that were built ended up sold to end users.

> In contrast to their poor CE 1.0 cousins, CE 2.0 machines have reportedly been selling briskly, and retailers are having difficulty keeping the units on their shelves.

But that was then and this is now. With slightly less fanfare, Microsoft released Windows CE 2.0, an upgraded and polished version of Windows CE with fewer bugs, support for printing and color displays, and much more functional versions of its built-in applications. In contrast to their poor CE 1.0 cousins, CE 2.0 machines have reportedly been selling briskly, and retailers are having difficulty keeping the units on their shelves. Whether this initial interest will persist remains to be seen, but it is interesting that after the bona fide flop that was CE 1.0 there remains a healthy demand for the next-generation's version of the same system.

My original experience last year with Windows CE 1.0 proved that it was a promising but initially somewhat flawed platform. The operating system suffered from "1.0-itis", it had bugs and didn't have a number of crucial features that would have made it really useful. While the built-in applications were generally easy to use and even impressive in some ways, the lack of these critical features crippled the overall utility of the machines.

For example, while the unit allowed you to connect to the Internet to send and receive email and even browse the Web, and it also allowed you to connect a digital camera and download photos, it did not allow you to send binary attachments with your email, so there was no way to send the photos to your office or anyone else remotely (which could have been a very handy feature—instead of having to buy more memory cards for your digital camera, you could have just emailed the photographs and then kept taking more).

Lack of file attachment capability prevented you from sharing the spreadsheet or word processing files you might have created on your palmtop. In addition, CE 1.0 did not support password-protection on a per-file basis, so it was very inconvenient to store any private information on the machine—you could password protect the whole unit—but this made it extremely inconvenient to use, because you then had to enter a password every time you turned it on, not just when you were accessing your private data.

The spreadsheet was functional and powerful, yet there was no way to split the screen, and since the display of these CE units is quite small, this made the spreadsheet practically useless for any but the smallest computations, as it was impossible to keep track of where you were as you scrolled around. There was no way to easily search for items in the calendar.

And so forth. Such omissions were scattered throughout the system, making the 1.0 machines much less useful than they could have been.

The market responded by staying away from these machines in droves. Most consumers took a wait-and-see attitude towards Windows CE. Although many people in the industry felt this meant the system was a failure, it could well have been just a cautious attitude on the part of consumers who thought that there wasn't much point in investing in a system which was still having teething problems.

For whatever reason, however, Microsoft didn't release any new versions of Windows CE for about a year, until 2.0, which is just coming out now. So, sales languished for CE machines as consumers waited for the upgrade—which, at long last, is finally out.

Sharp's Mobilon

I recently got a hold of the first CE 2.0 machine to get wide distribution, the monochrome HC-4100 edition of the Sharp Mobilon. At a street price of around $700, the Mobilon is priced more than twice as high as the Palm Pilot, though still less than a laptop. The color HC-4500, which I saw at COMDEX but which is

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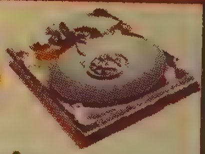

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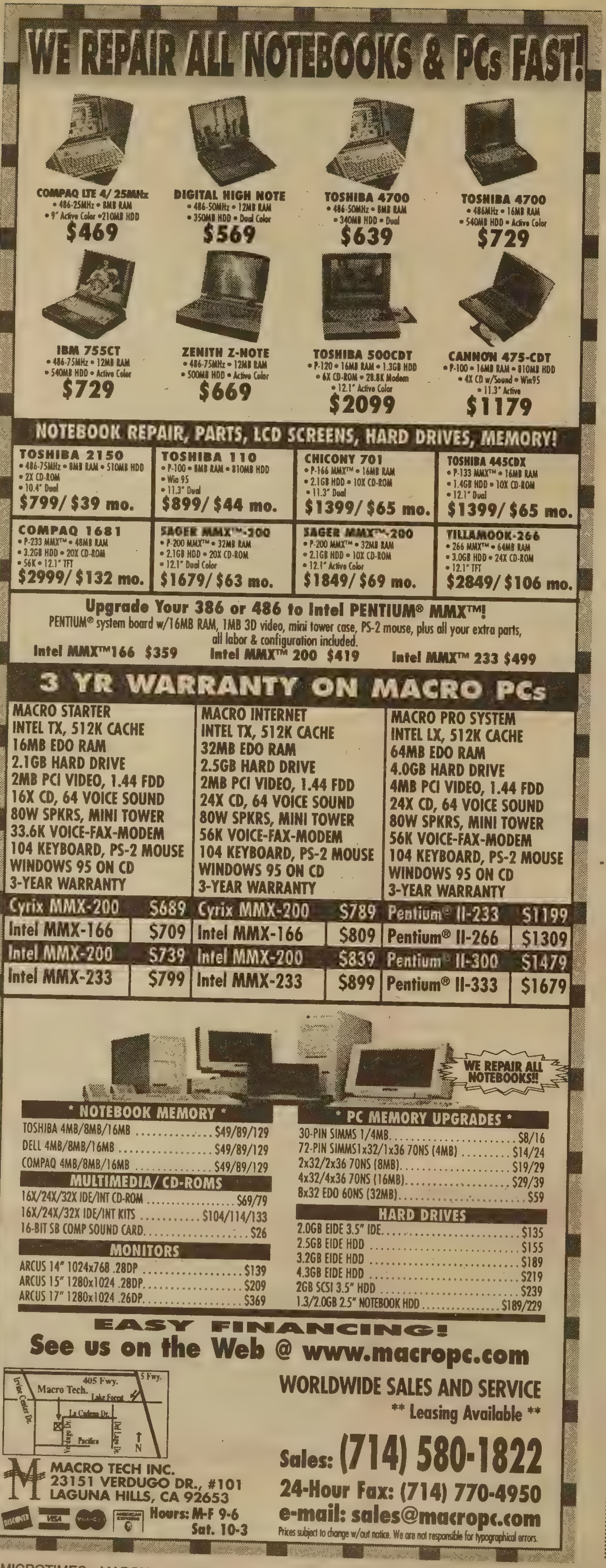
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Windows CE 2.0

continued from page 114

rather difficult to obtain, sells for around $1000, as expensive as an entry-level Pentium laptop.

The Mobilon looks and feels much like most other Windows CE machines—a little slab a bit smaller than a paperback book, weighing a bit over a pound, with a tiny calculator keyboard. These new devices, however, sport a 640 by 240 pixel screen; wide enough to do full-width word processing, 12MB of RAM standard (originally they were to have 8MB, but they ship now with extra RAM).

Hardware-wise, the Mobilon's standout features include a built-in low-power 33kbps modem (driven by a DSP chip, it doesn't drain as much power as a conventional modem) and a microphone which can be used to take voice notes even when the unit is closed.

Continuous Improvement

At first glance, a Windows CE 2.0 machine looks and feels much like a Windows CE 1.0 machine. As with CE 1.0, the desktop consists of icons and a taskbar at the bottom of the screen; as with CE 1.0, when you use most applications they take up the whole screen. In addition to Pocket Word, Pocket Excel, Pocket Internet Explorer, Email, and the usual schedule and phone book applications, the Sharp Mobilon version of CE 2.0 adds Pocket PowerPoint and a voice recording application. The basic operation of the applications is also much the same as before.

> For most people, the most noticeable 2.0 enhancement will be the addition of support for full-color displays. While this may sound frivolous, the effect is quite dramatic in practice.

However, there are a lot of major and minor enhancements under the hood. The most noticeable for most people will be the addition of support for full-color displays. While this may sound frivolous, the effect is quite dramatic in practice. Not only will the new color units like the color Sharp Mobilon give you prettier-looking user interfaces, they will let you view and even edit your digital photographs in color, as well as email them to your friends, right through the built-in modem.

The display on the color Mobilon is striking and impressive; with the backlight on it feeling just like a small color laptop. But more importantly, even with the backlight off, the display is much clearer and more readable than that of the monochrome Mobilon (or pretty much every other monochrome touch-screen display I have seen or used). The visibility of the color display makes the unit a pleasure to use in any lighting conditions.

The main drawback to all this prettiness is a big decrease in battery life; down from twenty hours or so of expected life in the monochrome version to only three or four hours with the color for two AA batteries (and I have found the twenty hour estimate even a bit optimistic in my use of the black and white Mobilon). Rechargeable batteries are a must when using color.

One optional gadget that you can add to the Mobilon is a digital camera card from Sharp—this is a PC Card that slides into the Mobilon's card slot. The card contains not only an interface to a camera, but the camera itself; so you can essentially take pictures with

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"Prices are subject to change without any notice we are responsible for any typing error" your Mobilon itself. Since the unit comes with a simple image editing program, you can view and even do some simple edits to your images right on the machine itself.

Another feature: you can now print directly out of your handheld. I find this particular feature a bit strange; in almost every case where I have been near a printer, there has also been a perfectly good workstation or laptop computer sitting next to it ready to handle the actual chore of printing. What's more, it's much easier to fiddle with formatting and page layout on a full-sized computer; due to the small screen and cramped keyboard of handhelds, they are mostly useful for sketching out ideas and doing some general editing—the "real" finishing work should still be left for the machines with the larger displays for all but the simplest documents. However, next time you happen to run across a printer sitting there with no computer attached, you can use your Mobilon now to get some quick, portable hard copy.

In all seriousness, however, this could be of some use for the mobile professional who wants to travel very light, and who is also carrying a lightweight portable printer along with the one pound Windows CE 2.0 device. Note that only printers that support the PCL standard (HP's printer standard) will work, as that is the only printer driver supplied with CE 2.0. There is no built-in fax support, although third-party software packages are available.

Most importantly, Windows CE 2.0 has a great deal of seemingly minor feature additions and bug fixes which elevate the built-in applications from the status of quirky gadgets to useful tools. As noted above, you can now send and receive binary attachments with your email; this is a very important feature which allows CE 2.0 users to exchange files, including word processing documents, spreadsheets, and pictures, with other users.

The spreadsheet has added all-important viewing options such as the ability to turn off the row and column headings (on a small screen, this can be helpful, giving you a whole extra line or two of visible spreadsheet), turn off the status line (even better), and split the screen, allowing you to navigate a largish spreadsheet while still having some idea where you are. Both the word processor and the spreadsheet now support password-protected files; now you can conveniently store at least some private information on your handheld, a great improvement over the previous version.

The schedule program has an added "agenda view" mode which is concise and useful, and also allows you to modify and edit your schedule completely from the keyboard (the 1.0 version required the use of the touch screen for some operations, which isn't always that convenient).

There are a few steps backward. For example, the contacts application should be one of the most easy-to-use applications—you should be able to just switch to it, hit a key and type in a name, and get information out, as quick as

continued on page 126

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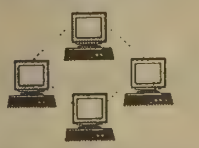

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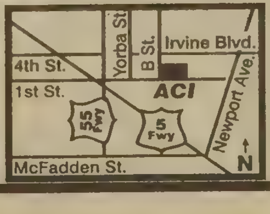

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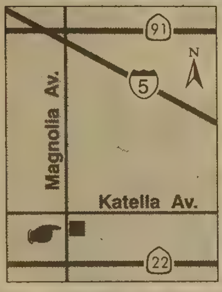

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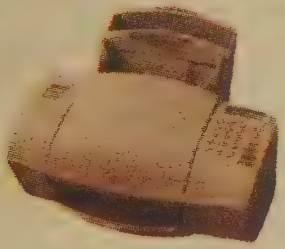

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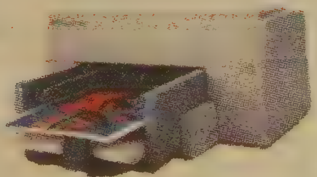

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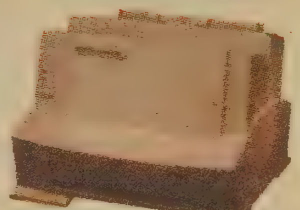

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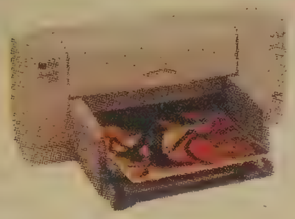

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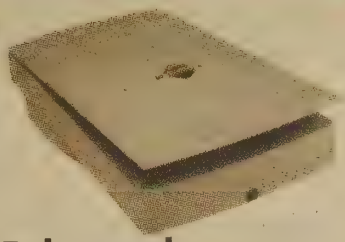

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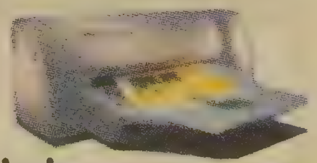

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MT177 9803

Windows CE 2.0

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possible. Instead, you have to select the application, figure out which mode you're in (if you're looking at an entry already, you have to close it), select the right "find" field (with the keyboard or the touchscreen), type in the name you're looking for, hit OK, wait for quite a long time, then double-click on the name which comes up. When you're on the run trying to look up a phone number this can be a bit confusing, slow, and difficult—the worst of all worlds. However, it's one of the few flaws in an otherwise greatly improved operating system.

Like Windows CE 1.0, CE 2.0 allows you to connect to the Internet. You can download and send directly from the palmtop. You can surf the Web using Pocket Internet Explorer. The Sharp Mobilon's built-in modem is quite convenient; all you need to do to get on the Net is plug in a phone line and configure a dial-up connection. Configuring a connection is no more complex than doing it on a desktop machine—perhaps a little easier. When you're done you have an Internet access device in your pocket. If you don't happen to have a laptop (or you don't want to lug it with you), this can be very useful.

The Mobilon Platform

The color Mobilon is certainly a very exciting looking palmtop, but the speed of applications is still rather sluggish. For example, a relatively simple operation such as looking up a name in the address book can take several seconds—rather surprisingly slow. Battery life in the Mobilon is remarkably short—using the backlight for even a short period of time seems to drain the batteries very quickly. The built-in modem, though low-power, drains the battery even faster. However, the color machine comes with a rechargeable battery and docking station, making battery life issues a little less critical.

The keyboard on the Mobilon is about the same as most Windows CE devices—it's not possible to type quickly, but it's still faster than handwriting recognition-based devices. The color Mobilon may well be worth it to those who want the coolest-looking palmtop screen so far made, combined with an actually useful version of Windows CE that brings this ultralight OS up to a level where it can compete with low-end laptops for basic functionality. ■

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RESOURCES:

Microsoft Windows CE
Microsoft Corporation
www.microsoft.com/windowsce

Sharp Mobilon HC-4000, HC-4100, HC-4500
Sharp Corporation
www.sharp-usa.com
1-800-BE-SHARP

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QUADRA 800, 840 AV	18	25	38			
QUADRA 605, 610, 650	18	25	38			
CENTRIS 610, 650,660	19	29	38			
PERFORMA 450, 460, 466,467, 475,550,575,577,578	19	29	38			
MAC II, IICI, IICX, IIVI, IIVX, IIX, SE30	39	59	79			

AST	4M	8M	16M	32M	64M	128M
ADVENTURE 200,400 (AMD)			45	75		
PREMIA 4/33,336,50D, 66D			59	79		
ADVANTAGE! PLUS/PRO	18	29	45			
BRAVO LC 5166,5200 (SDM)I			45	75	189	379
BRAVO MS 5166,5200(SDM)			45	75	189	379
MANHATTAN D 6200			69	89	185	379
MANHATTAN PRESC PRO 6200			69	89	185	379
PREMIUM 486 (ALL)	CALL					

COMPAQ	4M	8M	16M	32M	64M	128M
DESKPRO 2000 5166MMX (SD)			45	75	189	379
DESKPRO 4000 5166MMX (SD)			45	75	189	379
DESKPRO 6000 6233,6300(SDE)				89	239	419
DESKPRO XL 6150/6200 (DIM)			69	89	185	379
DESKPRO 486 SERIES CALL						
DESKPRO M SERIES EXP BOARD 0 MB $119.00						
PROLINEA 486 SERIES	35	35	59	85		
PROSIGNIA 486/33, /66	35	35	59	85		
PRESARIO 400,600, 800	35	35	59	85		
PRESARIO CDS 720,724,92	20	35	59	85		
PRESARIO 8772 (SDRAM)			59	85		
PROLIANT 6000,6500, 7000 6200 NEW CALL						
PROLIANT 1500,6/200 FLEX (DIM				89	185	379
PROLIANT 2500,2500R (DIMM)				89	185	379
PROLIANT 486 SERIES	35	49	65			

DELL	4M	8M	16M	32M	64M	128M
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DIMNSION XPS M166/200			45	79		
XPS 133S,166S,200S,			45	79		
XPS P133V,P200V			45	79		
DIMENSION XPS H233,266			65	79	195	
DIMENSION XPS P100C,120C ED			49	69	129	
OPTIPLEX GXA PII 233,266,300(SDE)				89	269	469
OPTIPLX GXI,GX PRO200 (DIMM)			69	89	185	379
OPTIPLEX GL,GM,GMT, (ED)			45	69	129	
OPTIPLX GS,GXL,GXMT(ED)			45	69	129	
PRECISION 486	29	45	59			
PERFORMANCE	29	45	59			
POWEREDGE 2100,4100,6100			69	89	185	379
POWERDESKTOP	29	45	59			
POWERLINE WKST	29	45	59			
WORKSTATION 400 PII 266,300 NEW				89	185	379

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E-5000-2266,2300 (SDE)				89	269	469
PROFESSNL P5/100, (DIMM)			45	79		
P5/120, P5/133, P5/166,P5/200			45	79		
PC FAMILY P5/200 (DIMM)			45	79		
DESTN D-5 P5/200 MMX (DIMM)			45	79		
DESTINATION D6-180,6-200			45	79		

HEWLETT PACKARD	8M	16M	32M	64M	128M
BRIO 8000,8100 SERIES (ED) NEW			69	129	
KAYAK XA PII 233,266,300(NEW)			69	195	409
KAYAK XU/XW PII 233,266,300(SDE)			89	269	469
PAVILLION 5010-7170 ED		45	69	129	
NETSERVER LH PLUS 5/133/166	69	89	185	379	
NETSERVER LH PRO PRO/200	69	89	185	379	
NETSRVR LX PRO/LXE 6/166,6/200	69	89	185	379	
VECTRA 500 SERIES (ED)		45	69	129	
VECTRA VL4 5/150,5/166		45	69	129	
VECTRA XA 6/180, 6/200		45	69	129	

IBM	4M	8M	16M	32M	64M	128M
APTIVA 300,500&'M'	25	35	45			
APTIVA A SERIES ED			45	69		
APTIVA C21-C77		29	45	69		
APTIVA C3D,C3E,C8E,C9E(SDRM			45	79		
APTIVA S3C,S35,S8C,S9C,S9SDR			45	79		
APTIVA S64-S90 ED			45	69	129	
PC 300 GL (SDRM)			45	79		
PC 330 6576 SER (PENT)			45	69	129	
PC 700 SERIES PENTIUM			45	69	129	
PC 730 SERIES PENTIUM			45	69	129	
PC 750 SERIES PENTIUM			45	69	129	
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MULTIMEDIA M77	35	59	89			
PS/1 ADVISOR/ESSENTIAL	35	59	89			
PS/1 INVESTOR/WILLOW	35	59	89			
PS/VALUEPOINT486 (ALL):	35	59	89			

MICRON	8M	16M	32M	64M	128M
MILLENNIA XKU PII 266,300(SDRM)			69	195	409
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NEC TECHNOLOGY	8M	16M	32M	64M	128M
DIRECTION SPL 233,266,300(SD)			69	195	409

SDRAM [illegible] LX-Chipset

SDRAM 32X72 -10ns 3.3v ECC	256MB	809
SDRAM 16X72 -10ns 3.3v ECC	128MB	419
SDRAM 8X72 -10ns 3.3v ECC	64MB	239
SDRAM 4X72 -10ns 3.3v ECC	32MB	79
SDRAM 32X64 -10ns 3.3v ECC	256MB	729
SDRAM 16X64 -10ns 3.3v	128MB	349
SDRAM 8X64 -10ns 3.3v	64MB	175
SDRAM 4X64 -10ns 3.3v	32MB	69

168 Pin Dimm

16X72-60 EDO-ECC 3.3V BF/UBF	(128MB)	369
8X72-60 EDO-ECC 3.3V BF/UBF	(64MB)	185
4X72-60 EDO-ECC 3.3V BF/UBF	(32MB)	95
2X72-60 EDO-ECC 3.3V BF/UBF	(16MB)	65
16X64-60 EDO 3.3V UBF	(128MB)	309
8X64-60 EDO 3.3V UBF	(64MB)	155
4X64-60 EDO 3.3V UBF	(32MB)	85
2X64-60 EDO 3.3V UBF	(16MB)	55

72-Pin [illegible] Simms

SIMM 32X32-60 EDO	(128MB)	375
SIMM 16X32-60 EDO H	(64MB)	185
SIMM 16X32-60 EDO L	(64MB)	169
SIMM 8X32-60 EDO	(32MB)	62
SIMM 4X32-60 EDO	(16MB)	29
SIMM 2X32-60 EDO	(8MB)	18
SIMM 1X32-60 EDO	(4MB)	12
FAST PAGE MODE (FPM) - NON-EDO:		
SIMM 32X32-60	(128MB)	379
SIMM 16X32-60 H	(64MB)	185
SIMM 8X32-60	(32MB)	67
SIMM 4X32-60	(16MB)	33
SIMM 2X32-60	(8MB)	18
SIMM 1X32-60	(4MB)	13

72-Pin Parity Simms

TRUE PARITY:		
SIMM 32X36-60	(128MB)	405
SIMM 16X36-60 H	(64MB)	219
SIMM 16X36-60 L	(64MB)	185
SIMM 8X36-60	(32MB)	75
▶ SIMM 8X36-70	(32MB)	72
SIMM 4X36-60	(16MB)	45
▶ SIMM 4X36-70	(16MB)	44
SIMM 2X36-60	(8MB)	35
SIMM 2X36-70	(8MB)	33
SIMM 2X36-80	(8MB)	31
SIMM 1X36-60	(4MB)	19
SIMM 1X36-70	(4MB)	17

H=High Density L=Low Density

30-Pin Simms

▶ SIMM 16X9-60 (9-CHIP)	(16MB)	70
SIMM 16X9-70 (9-CHIP)	(16MB)	69
SIMM 4X9-60 (9-CHIP)	(4MB)	18
SIMM 4X9-80 (9-CHIP)	(4MB)	17
SIMM 1X9-60 (9-CHIP)	(1MB)	10
SIMM 1X9-70 (9-CHIP)	(1MB)	9
SIMM 1X3-60 (9-CHIP)	(1MB)	8
NON PARITY		
SIMM 16X8-60 (9-CHIP)	(16MB)	68
SIMM 16X8-70 (9-CHIP)	(16MB)	65
SIMM 4X8-60 (9-CHIP)	(4MB)	36
SIMM 1X8-60 (9-CHIP)	(1MB)	9
SIMM 1X8-70 (9-CHIP)	(1MB)	8

Notebook Memory

Apple	4M	8M	16M	32M	64M
EPIC 1400 SERIES NOTEBOOK (NEW)		89	149	229 (24MB)	
520/C, 540/C	49	79	115	219	

ACER	4M	8M	16M	32M	64M
750,750C	39	75	109		
730,735C,760C,760CX,780CX	39	69			
782,784,786,787,760I	29	39	75		
NUOVO 971,972,970DX,970MMX		49	65	115	
PRO 950,,954,955,956,957,958,959		55	75	139	
LIGHT 350P ,356,358,359,361		55	75	139	
LIGHT MULTIMED 382,383,384		55	75	139	

AST	4M	8M	16M	32M	64M
POWEREXEC486SL/33, 425L	45		95		
425L SPECIAL EDITION	45		95		
BRAVO NB/EXPLORER	35		75		
ADVANTAGE EXPLORER 212	55	75			
ASCENTIA A 41, A42,A70 MMX		49	65	119	
ASCENTIA J SERIES (KIT)		55	75	139	
ASCENTIA P SERIES (NEW)		59	89	169	
ASCENTIA 900, 910N	45	65	95		
ASCENTIA 950N		65	95		
ASCENTIA 800, 810/N	39	69	95		

AT&T	4M	8M	16M	32M	64M
SAFARI 3151/3181	49	65	95		
GLOBALYST 130	29	39	75		

AUSTIN NOTEBOOK	4M	8M	16M	32M	64M
BUSINESS AUDIO XL DX4		59	149		
DX4/DX2/SX2/SX	55		179		
VISTA	49	75	129		

Canon	4M	8M	16M	32M	64M
NOTEJET 486C (BN100)	39	69			
NOTEJET 486 (BN22)	49	69			
NOTEJET II (BN32)	49	69			
NOTEJET III/II CX	29	39	75		
IINNOVABOOK 1100T		59	75	139	
IINNOVABOOK 10C SUB	49		125		
IINNOVABOOK 150C, 175C	49		125		
IINNOVABOOK 350,360,475	29	39	75		
IINNOVABOOK 480, 490		39	75		
IINNOVA 200LS	49	75	125		
IINNOVA 486NX	45	69			

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ARMADA 1130,1130T		49	79	139	
ARMADA 1510DM,1520DM,1550MT		49	79	139	209
ARMADA 7710,7730,7750		49	79	139	209
ARMADA 4100		49	79	139	215
CONCERTO 425/433	45	65	95		
CONTURA 4/25,C,CX	39	65	95		
CONTURA 400C,410C,420,430C	45	69	95 (185 24MG)		
CONTURA AERO 4/33C	39	69	105		
LTE ELITE 4/25/C, 4/75/C	45	65	95		
LTE 5000,5100,5200,5300,540		59	95	119	21 9
PRESARIO 1010, 1020, 1030,1040		49	72	119	
PRESARIO 1060,1070,1080		49	72	119	
PRESARIO 1210, 1610,1680			75	115	245

CTX EZ BOOK	4M	8M	16M	32M	64M
CTX EZ500T	29	39	75		

DEC PC	4M	8M	16M	32M	64M
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LATITUDE LX475D,4100D/T	39	49	79		
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LATITUDE XP 4100CX,450C/CX	29	42	75		
LATITUDE 433M, MX, MC,	39	69	95		

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ACTION NOTE 700	55		129		
ACTION NOTE 890CX,.890C	35	49	85		
ACTION NOTE 895C, 910	35	49	85		

FUJITSU	4M	8M	16M	32M	64M
LIFEBOOK 400,500,600 SERIES		49	79	139	
MILAN,MONTECARLO,MONTEGO		49	79	139	209

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HANDBOOK	29		75		
LIBERTY	29	45	75		
NOMAD/NOMAD N	75		345		
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SOLO 2300 (NEW)			75	129	245
SOLO 9100 SERIES (NEW)			75	129	245

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OMNIBOOK 600CT 4/75	45	69			
OMNIBOOK 800C,800		69	105	195	CALL
OMNIBOOK 2000		55	89	145	285
OMNIBOOK 3000CTX			CALL	CALL	
OMNIBOOK 4000 C/CT	49	69	109		
OMNIBOOK 5000,5500 CT,CTS		69	89	145	
OMNIBOOK 5700TX (MMX)		69	89	145	285

HITACHI	8M	16M	32M	64M
C-SERIES NOTEBOOK	49	79	119	
E-SERIES NOTEBOOK	55	85	149	
M-SERIES NOTEBOOK	55	95	169	
M-X MMX SERIES NOTEBOOK	59	89	179	
VISIONBOOK PLUS 4140,4150,4360	49	79	139	209
VISIONBOOK PRO 7340,7360,7560	49	79	139	209

IBM SPECIAL
THINKPAD 365XD, 560, 760[illegible]
760XL, 765D 32MB $119

IBM	4M	8M	16M	32M	64M
CL57LSX	59	79			
PS/NOTE 2618	55	75	125		
PS/NOTE 182, N82, L40SX	55	75			
THINKPAD 340	45	75			
THINKPAD 350, 350C	45	75	105		
THINKPAD 355, 355C.360C/CS	45	75	119		
THINKPAD 365C,CS,CD,E,ED	29		79		
THINKPAD 365 X,380,385D		49	75	125	
THINKPAD 510/CS (500 8MG MAX)	45	70	135		
THINKPAD 560 (NEW)		49	75	119	
THINKPAD 560E		49	75	119	209
THINKPAD 700/C, 720/C	49	79			
THINKPAD 701 BUTTERFLY	29	45	75		
THINKPAD 750/C/CS/P	45	69	129	225	
THINKPAD 755CS DX2/4	55	69	129	225	
THINKPAD 760C (NEW)		65	95	149	
THINKPAD 760 E,EL,ELD (NEW)		49	75	119	209

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ELITE SNDBOOK PLUS (PENT)	45	69	109

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VERSA E/M/V/P		55	79	155	
VERSA S, 2000, 2200C	29	42	75		
VERSA 2400,2405,2435		49	75		
VERSA 2600		49	79	139	209
VERSA 4000		65	79	155	
VERSA 6000H,6030H		69	95	185	
VERSA 6050MH,MHX P150 MMX		69	95	185	229
VERSA 6200MX P166 MMX		49	79	139	209

PACKARD BELL	2M	8M
STATESMAN/STATESMAN +	39	75

SAMSUNG	4M	8M	16M	32M	64M
S3945T/SENS 700/800	59	75	119		
SENS 500		49	79	139	209
SENS 810		75	105	195	

SHARP	4M	8M	16M	32M	64M
3010,3050	29	42	75		
3020,3060 PENTIUM	29	42	75		
3030, 3040, 3070		59	89	145	
7700/7750/8150,8650,8660	45		95		
8700,8800,8900	45	69	105		
9000/9030		55	89	139	
9020/9050		55	89	139	
9040/9070		59	79	139	
9080		59	79	139	
WIDENOTE		49	79	139	

SONY	16M	32M	64M
VAIO PCG-705C,707C,717C,719C	75	115	239

TEXAS INSTRUMENTS	4M	8M	16M	32M	64M
TI 4000E, 4000M	79		279		
TI 5000,5100,5200,5300		79	95		
TI 6020,6030,6050,6160		49	79	139	
TI EXTENSA 455 SERIES (NEW)	29	45	75		
TI EXTENSA 510/515/550/560/575		59	79	139	
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PROTEGE 650 CT,660 CDT	49	69	119		229	
SATELLITE 225,440,460	49	69	119	169		
TECRA 500/550/650/660	49	69	119	169		449
TECRA T700CS/CT (SYNC)	75	105	189			
T1900,1900CT,1950,1960	65	95				
4500/4700/4800/4900	65	95	189			
T6400/6600	65	95	189			
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SLIMNOTE 5	49	75	95		
SLIMNOTE 6	49	75	95		
SLIMNOTE 8		75	95	145	

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WINBOOK XP 5 (NEW)				145	
WINBOOK FX (NEW)		59	89	149	

ZENITH	4M	8M	16M	32M	64M
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Z-STAR EX	39		75		
Z-NOTE FLEX/ES/EX/GT	35	55	75		
Z-NOTE MX	49		95		
Z-NOTE 6000		69	95	185	
Z-NOTE 6200		49	79	139	209

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HL-10V/10DV/10PS		69		99
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HL-630/631/641/645	43		55(1.5MB)	
HL-720/730			45(1.5MB)	
HL-660/960/1260		42(4MB)		65 (8MB)
LASER/FAX MFC 3900ML	39		55(1.5MB)	
4000ML/4500ML/5000ML LASER UPGRADE/CALL FOR MEM/FAX SIDE				
FAX 4550/6550/7550(NEW)	65	85		

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LBP 430/860/1260				39
LBP 4SX		75		115
LBP 811/B/T		45		65
LBP-8SX		79		115
LBP-4/LITE PLUS	95	139		

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5000, 5200		55	95	
ACTION LASER II		69	89	105
EPL 6000		85	115	
EPL 7000		69		

EPSON	4MB	8MB	16MB	32MB
1100(4MB ONLY)/1600	39	55	69	95

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HP 4000/4000N NEW				65
HP 4, 4M, 4SI	29	49	59	
HP		(postscript 249)		
HP 4P, 4MP, HP4V,5M,5N,5P,5SI	29	39	49	65
HP4L, ML (1MEG ONLY)		$39		
HP 5L,5L-FS	35	43	79	
HP550C, 560,C (256K ONLY)		$29		
HPII/IID	45	65		
HPIII,IIIP,IIP	45	65		
PAINTJET XL300		65	85	

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4019		69	95	
4029/4037		39		55
4039/4079				45

LEXMARK	4MB	8MB	16MB	32MB
OPTRA/L/LX/LX /N/R/RX	39	49	65	89
WIN WRITER 200, 400, 600	69			
VALUEWRITER	69			

OKIDATA	1MB	2MB	4MB
OKI 400		52	
OKI 400E/410E		69	109
OKI 600E/610E (NEW)		65	85 (5MG)149 (17MG)
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OKI 810E (NEW)			79

Panasonic	2MB	4MB	8MB
KX 4410/4430	55	79	
KX 4420/4450I	65	99	
KX 4400/5400/4401	49	85	
KX 4440/5410	69	109	
KX-P 4450		85 (1MB)	
SP100	49	85	
KX-6500 (NEW)		55	

SHARP	1MB	1.5MB	2MB	4MB
JX9500/E/H/9700/H		129	159	
JX9400/9600/9660/9700E			65	95

TEXAS INSTRUMENTS	1MB	2MB	3MB	4MB
MICROLASER SERIES	39	78	117	156
MICROLASER TURBO				89
MICROWRITER SERIES	45	75		
ML PWRPRO/12,ML PRO8,ML600		55 (4MB)		95 (8MB)

Peripherals

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MAXTOR DRIVES

Maxtor Diamondmax 82560D3	2.5GB	10ms	$160
Maxtor Diamondmax 84320D5	4.3GB	10ms	$204
Maxtor Diamondmax 85250D6	5.2GB	10ms	$235
Maxtor Diamondmax 85120A	5.1GB	10ms	$229
Maxtor Diamondmax 87000D	7.0GB	10ms	$335
Maxtor Diamondmax 88400D8	8.4GB	10ms	$349

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Quantum Fireball ST3240A	3.2GB	10ms	$261
Quantum Bigfoot CY54335A	4.3GB	14ms	$169
Quantum Fireball ST4320A	4.3GB	10ms	$205
Quantum SE8400A	8.4GB	9.5ms	$368

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Western Digital AC22500	2.5GB	12ms	$155
Western Digital AC33200	3.2GB	12ms	$179
Western Digital AC34300	4.3GB	11ms	$225
Western Digital AC35100	5.1GB	11ms	$219
Western Digital AC36400	6.4GB	9.5ms	$275

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Quantum Fireball ST4320S	U/S3	4.3GB	10ms	$305
Quantum AtlasII VK34550S	U/S3	4.5GB	8ms	$489
Quantum AL39100S	U/S3	9.1GB	8ms	$815

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Seagate Barracuda ST34572N	U/S3	4.5GB	8/9ms	$556
Seagate Barracuda ST19171N	U/S3	9.1GB	8/9ms	$850

WESTERN DIGITAL DRIVES

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Quantum VikingI VK34550SW	UW/S3	4.5GB	8ms	$395
Quantum Atlas AL34550SW	UW/S3	4.5GB	8ms	$343
Quantum Atlas AL39100SW	UW/S3	9.1GB	8ms	$825

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Seagate Cheetah ST34501W	UW/S3	4.5GB	7/8ms	$695
Seagate BarracudaST19171W	UW/S3	9.1GB	8ms	$805
Seagate Cheetah ST19101W	UW/S3	9.1GB	8ms	$1065

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Kingston TECHNOLOGY CORPORATION

IBM
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INDIGO POWER INDIGO
ONYX CHALLENGE SERIES
O2 SERIES (NEW)
OCTANE SERIES (NEW)

Sun MICRO SYSTEMS
SPARC STATIONS 4 5,10,20, LX SERIES
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COMPAQ
PROFESSIONAL 5000

HEWLETT PACKARD
HP VECTRA -
VECTRA XW 6/200 SERIES
HP APOLLO WORKSTATION

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ATI 3D PRO TURBO	89	179			
ATI XCLAIM 3D (SGRAM)		179			
ATI 3D XPRESSION (SDRAM)	79				
MATROX MILLENIUM WRAM		139	189		
MATROX MILLENIUM II				CALL	CALL
MATROX MYSTIQUE (SGRAM)	59				

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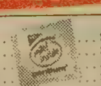
512K	95	12MB	149	169
1MB	105	16MB	175	149
2MB	159	20MB	209	339
4MB	309	40MB	359	

Flash Memory for Digital Cameras

APPLE, CASINO ZOOMER, CHINNON, HP OMNIGO, KODAK DC'S,NIKON E2, SONY MAGILINK, ETC

CPU UPGRADES



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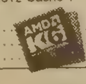
Pentium 166 MHz	$109
Pentium 200 MHz	$169
Pentium 166 MHz MMX	$115
Pentium 200 MHz MMX	$135
Pentium 233 MHz MMX	$214
Pentium II 233 MHz w/512 Cache	299
Pentium II 266 MHz w/512 Cache	405
Pentium II 300 MHz w/512 Cache	585
Pentium II 333 MHz w/512 Cache	845



AMD	
K6-166MHz MMX	$122
K6-200MHz MMX	$142
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BY A. LIZARD

Web Power Tools

Site Management And More For Windows

Is your business or personal site big enough that maintaining it is getting to be a pain? You want to add those neat-looking guestbooks or internal search engines to your site and you don't know how? Your users are complaining of broken links all over the place and you don't even have a list of your links, let alone the time to find out which really are broken? Did you just spend hours changing the background/text colors on every single one of your pages?

All of those things have happened to me recently in the course of getting my first commercial Web site *(www.quartzsite.net)* and upgrading my personal Web site *(www.illusions.com/alizard)*. I'm sharing my experiences in print so you don't have to replicate them for yourself.

These solutions will work in Windows 3.x as well as Win95/NT, for those of you that can't or won't upgrade or whose boss's MIS dept. won't allow an upgrade. You won't find Web authoring tools here. There are plenty of reviews of these products all over print and Web media, and I avoid using them due to unpleasant surprises I've seen in the code they generate. While I wait for something I like, I generally use a DOS programmer's text editor called QEDIT to generate raw HTML.

I'll throw in some helpful hints as well, based on what I've seen in a former life as a professional Web surfer. For instance, try to make sure your Web site is compatible with both Netscape and MS Internet Explorer, no matter which one you use. Usually the best approach is to avoid the use of HTML tags unique to one or the other. The neatest proprietary tags will find their way into competitive browsers, but I don't bet on this. Most people will probably be browsing your site with browser versions a generation or two behind the latest and greatest.

Some solutions to your problems won't require any software on your side at all. Some companies provide guestbooks, internal search engines, even chatrooms that require just a willingness to cut and paste HTML code from your provider's page into yours.

A note on Java applets and JavaScript for enhancing your site: At this point, use with care. Some take a very long time to load or, in some cases, like that of CPU intensive applet on a slow machine, run. Some will crash various browser-machine combinations. This isn't to say not to use them—some are neat. If you've got an older machine gathering dust, pull it out, put Netscape and MSIE on it, and use it to dial up your site. See if your site eats all the CPU cycles on your trusty old 486-33.

Try to make sure your Web site is compatible with both Netscape and MS Internet Explorer, no matter which one you use. Usually the best approach is to avoid the use of HTML tags unique to one or the other.

This might be a good practice in any case. If the results annoy you, they will annoy your audience even more.

Virus Alert

The tools recommended here are shareware/freeware. Most come from sites not under the control of the developers. Virus scan anything you download! If you don't have a virus scan, go to the McAfee site *(www.mcafee.com)* and download the virus scanner for your operating system, there's a version for every major platform.

Miscellaneous Tools

Just about all software available online is in compressed form (archived) so it'll download faster. Programs for DOS/Windows are either in executable file form, meaning in this case you run it and it decompresses itself, or in ZIP format, meaning you get to decompress it.

WinZip 6.3 is one of the nicest archiving (it compresses and decompresses) tools around. It handles ZIP, LZH and some legacy DOS formats, Z and other UNIX archive formats. The new version handles disk spanning; if a file compresses to more than one disk, it'll split the ZIP file up for later reassembly. If you've got DOS PKZIP 2.04g, don't throw it away, the PKUNZIP decompression program handles damaged files much better than WinZip does. Get it at *www.winzip.com* .

Devsearch is a specialized search engine for Web developers. You can find it at *www.devsearch.com* . Go there; it's a distinct improvement on using general purpose search engines for finding Web-related information. There, the links you find in a search may be the wrong ones, but they'll be wrong ones that unquestionably have something to do with your topic.

New Web Browser: Opera from Opera

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  MPEG and Softwares
- AMI ATX MID Tower Case/230W UL-PS
- Enhanced 104 Keyboard & Mouse
- 15" CYBERVISION SVGA .28 MM DIGITAL
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- 32 PNP WAVE 3D SOUND Card

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Enhanced 104 Keyboard & Mouse
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- 3.5" 1.44 MB Floppy Drive
- 64 XPRESSION w/2Meg
  MPEG and Softwares
- AMI Mid Tower Case/230W UL PS
- Enhanced 104 Keyboard & Mouse
- 17" CYBERVISION .27
- AMI DVD CDROM
- 56K FAX MODEM /VOICE
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Software *(www.operasoftware.com)*. I think this is still Windows only, but hopefully, this will change. The advantages of this Web browser for developer use are:

- It reads standard HTML and only straight HTML. If this browser will read it, so will everyone else's. Though there's no guarantee that it will look exactly the same, a page that reads okay in this should look okay regardless of browser.
- It loads fast. Of course, compared to Netscape and MSIE, most things do. This is the main reason I recommend it; if you want to casually check one of your files with this, you'll be looking at it in seconds. It should load fast, the download is only about 1MB.
- It appears reliable and stable.
- It supports Netscape plug-ins and helper apps. It uses a method of adding new applications similar to the one in earlier versions of Netscape, which I prefer to the one in Netscape 4.x .

> The tools recommended here are shareware/freeware. Most come from sites not under the control of the developers. Virus scan anything you download!

- It gives you a chance to opt out of one religious war, MS vs Netscape. (If you're a professional Web or multimedia developer, you're still going to have to explain to the non-initiated why you're still a Mac user.)

Image Tools

GIF Construction Set: It's a neat GIF viewer. Get it at www.mindworkshop.com . The really interesting thing about it is that you can turn a series of GIF files into a single animated GIF. This worked the second time I tried it.

Hint: There are any number of morphing tools that allow you to load a start image and an end image, and will then output a sequence of in-between images. Or, draw a series of slightly different images in your favorite graphics tool.

Another Hint: Start with very small files. Making an animated GIF means adding every image frame that goes into the GIF into a single large GIF file. This can take a while to download.

Yet Another Hint: Don't tell it to loop continuously; once, or at most, a very few times is enough. One of the most annoying things a site can do is to continuously load an animation while you're trying to depart the page, as you find your browser is too busy loading the loop to listen to your command to go somewhere else. When this happens, I generally leave and never return, especially if I find myself having to reload my browsers or worse, reboot to get out of your site.

GIF Wizard *(www.gifwizard.com)* is a Web site, not a software package. You give it a Web-accessible URL for an image or a site and it will process that GIF image(s) into a form which will reduce file size and optimize it in other ways which make graphics that load faster without noticeable changes in picture appearance. With this, you tell the site what you want done by clicking on check boxes. After it's done, you pick up copies of the changed image files, if you like them, replace your originals. If not, try some different options and rerun it.

Hint: The best way to handle large, complex images is link them to thumbnails on your main page and let people decide for themselves from looking at the thumbnails if they want to see the whole image or not.

SuperClip for Windows: This gives you actual control over what goes into the clipboard and how. This will let you capture screen dumps, including the top menu of the window of the application you are in, or perform more selective screen capture using ordinary highlighting. It has some fairly powerful image manipulation functions. This also lets you save the contents directly to disk in a number of graphics formats. The filename is SCLIP250.ZIP. One source is *www.winsite.com/win3/desktop/page14.HTML* .

Color Picker: This is a very simple tool. You pick colors for background, text, links, visited links, etc. and it'll show you what they will look like together on a page. The best use of this is that it should prevent you from making one of the biggest and most common mistakes of Web writers: generating pages which are simply unreadable due to insufficient contrast between text and background. If users can't read it, it doesn't matter how pretty it is, they will leave and they won't be back. If you're planning to change the colors on your site, use this first. You can get it as part of the HTML Library package at www.arachne.net/HTMLib . The HTMLibrary is a Windows help file containing a fairly complete and current dictionary of HTML.

HTML Page Text Tools

Text Editors: QEDIT. It's DOS. It's a programmer text editor that lets you do things your regular text editors won't, such as moving your text in columns; its search and replace is more flexible than you'll find in just about anything else. You can run it out of a DOS window if you set it up correctly. I generally write my pages with it. You can find out how to do that at my personal Web site, on the *www.illusions.com/alizard/q-edit.HTML* page.

The program has been renamed TSE Jr. You can find it at *www.cnet.com/Resources/Swcentral/PC/Result/TitleDetail/0,160,0-18434,00.HTML* .

Search and Replace: If you plan to do more than a handful of pages, get a search-and-replace tool. While your HTML editor, word processor, or text editor (I use all of the above in producing Web pages) probably contains search-and-replace, using it on one page is easy and fast. Two or three aren't so bad. Twenty or more goes beyond painful—it encourages mistakes.

The tool I use is called FindPP; the filename is FINDPP22.ZIP; get it at ***http://simtel.saix.net/Win3/fileutl-pre.HTML*** . Note that if you don't specify the search string and replacement strings exactly and correctly, you can use this tool to make a bigger mess in seconds than you can fix in hours. (Yes, this happened to me.)

The more limited your use the better—e.g. fixing a single color from #FFF000 to #000FFF—and test your replacement plans on a single page first. Make sure the S/R settings do exactly what you want them to do, otherwise, FindPP will do what you told it to do.

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Links go bad faster than telephone numbers do. If your users find too many broken links on your site, they'll go somewhere else where the links do work.

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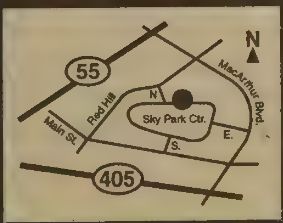

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You can check your site links by going to the right Web site and following the instructions, running software on your PC, or via PERL or C scripts running on your ISP server. I admit that my personal site is something of an extreme test. It has 42 pages and over 600 links.

You can find many free link verification Web sites that return results via the Web—enter the URL you want checked and wait a few minutes. None of them worked on my personal site. You can find quite a few of these in the Link Validation section of this page: *http://planet.fef.com/gwif/web_tools/.gwif.HTML* . It's also a good place to look up other things; one disadvantage of using even a good search engine is that it helps to know exactly what one is looking for. The table of contents layout of this site may suggest to you things or information you need and didn't know that you needed.

> One of the most annoying things a site can do is to continuously load an animation while you're trying to depart the page, as you find your browser is too busy loading the loop to listen to your command to go somewhere else.

The next level of power is sites that return results via email. Some are free, some charge.

Recommended Site: NetMechanic *at www.netmechanic.com* . Their demo version didn't cover my site completely (it probably would do yours). They have two types of service: one returns results on the Web (okay for very small sites) and another "background" mode, goes through your site and returns results via email. If your site is too large for background mode to work, consider paying them for a higher level service.

I am now convinced that link verification is best done by software, either running on your PC or scripts running on your ISP's Web server.

Linkbot: AVOID. One of two Windows 3.x link verifiers. It's from Tetranet Software. Unfortunately, the 3.x editions are time-expired. You can download them but can't open them. Their new edition is Win95 only. They don't bother answering mail from magazine reviewers. Assume that they will pay even less attention to you if you need help with their product. That's why their Web site isn't listed in this article.

Cyberspyder: I found out about this too late to review it. It is Win3.1 compatible. It's also a long download, about 4MB, and probably decompresses to 8 megs *(www.cyberspyder.com)*. Definitely worth looking into.

Server Scripts: These are applications that run on your server (your PC's OS is irrelevant) that connect to your Web site in some manner. They are used for a number of things, ranging from page counters to... link verification. Many ISPs do not allow users to run scripts; you might be able to use one on your paritcular site with the assistance of your sysadmin.

Scripts that affect your system as a whole are set up by your sysadmin. One example of this is a script file that will check everyone's site for bad links and send email to people whose links don't work. One place where you can get quite a few scripts, links, and more, is Matt's Script Archive *(www.worldwidemart.com/scripts)*.

To add scripts to your site, find out which OS your ISP is using. Most scripts are written in PERL for UNIX environments. Some scripts are written in C programming language. There's software your ISP can use to allow running PERL in an Windows NT environment and probably on Mac servers; only your ISP knows whether they're installed, so ask your provider about it.

This might be the best overall solution—these programs can be run automatically on a daily basis, to email you when problems are found. Problems will be found.

HTML Verification

Most browsers are pretty forgiving. Fix the mistakes on your page anyway. There is no way to know just which of your coding errors will crash the next release of the browser everyone will be using. Also remember that as as a Web developer, your mistakes are out there for anyone with access to the Web to find. It's better to have clean code.

There are a number of sites for this, such as the WebLint Gateway at *www.ccs.org/validate* . Link verification by email sites will flag your most egregious coding errors on every page the link verification engine covers. The good thing about doing this on the Web is that you can do this no matter what platform you're using.

Web Site Power Tools

These are Web sites which can add functionality to your site by allowing you to run "Web Applications." These appear to run on your site, are largely under your control, but actually are written by professionals and run on a different server, usually commercial.

In return, they usually want you to run a small logo on your application page. The alternative is to either find PERL or C scripts that'll do the job and figure out how to customize them or write your own from scratch. Most people are better off putting up with the logos.

Some Web app provider ads are considerably more annoying than others. I don't recommend the Beseen chat setup *(www.beseen.com)*, because having animated ad banners continuously running in a frame is simply too intrusive when there are better alternatives. Some sites let you customize the look and feel of your Web app via a form on their Web site and will send you the HTML script to insert in email or let you copy it from a page. Some applications are added by cutting and pasting text blocks onto your Web page; others are direct links which pulls a Web counter into your site. These will work for you regardless of your personal computer's OS.

Once you add a Web app to your site, check it on your browser to make sure it's doing what you intended it to.

Assorted Web Applications

The Toolroom site at *www.toolroom.com* looks very good. They offer a guestbook, a page counter, a chat room, scrolling marquees, and sound (you can tie sounds to your user's action, e.g. a specific sound when a user opens an internal link).

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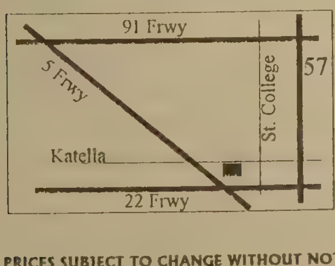

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These applications appear to be industrial strength, with many, many customization options. Even the page counter lets the user pick their own digit styles. Color (background, text...) security, etc. Toolroom is the next best thing to doing this yourself via custom CGI script. All you have to add in your page code is a single line consisting of a link to their CGIscripts like this: <img src ="http://www.toolroom.com/isuite/bin/counter.cgi?UIDxxxxxx&APPID=WebCounter">Some of these items will be on my personal site shortly.

Find more at The Server Corporation Web site *(www.server.com/webapps)*. Their applications so far are guestbook, discussion server (allows setup and operation of discussion forums on your site... like having an internal Usenet newsgroup), and a mailing list application; this is to make it easy for you to set up and administer a mailing list and make it easy for your users to join your list.

Warning: It doesn't support the digest option, which makes it unsuitable for anything but low-volume mailing lists. If you're planning a high-volume list, talk to your ISP and see if they run majordomo or other mailing list support tools in a form you can access.

They also have a calendar application, which you customize for event announcements, etc. A Web form generator that lets you have a page which will allow users to drop in and simply create a form with the usual text boxes, radio buttons, check boxes, etc. and have the resulting HTML sent back to them.

Links go bad faster than telephone numbers do. If your users find too many broken links on your site, they'll go somewhere else where the links do work.

Banner Exchange

This puts your Web advertising banner on the sites of other members of the banner exchange group in exchange for letting them put their banner on yours. What you get out of this other than that depends on who you go with. I'm using LinkExchange *(www.linkexchange.com)*. The advantages of using LinkExchange are free advertising; a free and invisible Web visit counter which will provide not only a raw count, but other related information (e.g. when people visit, etc.) displayed on password protected pages on their site; and a fairly good mailing list for professional Web developers, which has occasional good how-to tips, both for commercial marketing and for pointers to interesting tools. It's not so strong on HTML tech tips, but there are plenty of places to find those.

Internal Site Search Engines

If your site is big enough, you'll want something that'll do a keyword search of your site. Hotbot lets you do this.

Go to their "Hotbot Tools for Your Page" page, *(www.hotbot.com/tools/index.HTML)* find the page that matches your intentions, then paste in the block of HTML text appropriate to your purpose. When you go to your page to do this, open it with a text editor, highlight the code you want in the browser window, cut, and paste to wherever you want this to go on your page. If you simply paste into your Web authoring tool window, the results will be unpredictable.

If you insist on using an authoring tool for this, use the View/Edit Source command. Which puts you into a text editor. If you haven't already done the customization by filling out the form on the download site, use the text editor on your local machine to customize the application. If you're customizing in the raw HTML, the instructions will usually be in a REM statement in the HTML source or on the page from where you got the code.

Search Engine Listing Help

There are also Web sites which will take your form information and submit it to multiple search engines, reformatting as necessary. Many reviewers recommend Submit-It *(www.submit-it.com)*. I don't. You enter the initial form, and then you have to customize it for the sites you want, then you have to submit the entries one at a time. It isn't a whole lot less work than simply going to the individual search engines.

It is probably best to submit to the major search engines one at a time (Altavista, Yahoo, Infoseek, Lycos, Excite) because their requirements are sufficiently individual and their customer bases are big enough to make it worth doing. Do this after submitting to Broadcaster (see below); hopefully, your personalized version is the one that hits the database. With Infoseek, remember that only the URL you submit will be added to the database; the rest of your site will be added when Infoseek gets around to it. To get around that, submit the URL for every single page on your site.

There are hundreds of minor search engines—you can't cover them all. You can cover many by using Broadcaster *(www.broadcaster.co.uk)*. It'll submit to 200+ search engines using one form, one button push. Its site categorization is a trifle strange. When I tried it, the report I got said 87 sites accepted my URL. Not as good as 200, but a lot more fun than going to 87 sites one by one and filling out 87 different forms.

Most of these sites are ones I never heard of. I regard this as no problem; I want users with an interest in what I have to offer to find my site, whether they check Yahoo or the Decibel Rebel's Link Page.

Here's a sample of the email you'll get back from the demo version:

OK ....Dan Bryntze Free For All Link Page (Miscellaneous)
OK ....Decibel Rebel's Link Page (Miscellaneous)
OK ....Dennis Le's Homepage Links (No Category Required)
NO RESPONSE ....The Eclectic Diner (Miscellaneous)

This is the demo for their commercial service. It costs $77 per year (single site subscription) and will automatically resubmit your pages at frequent intervals to ensure that the engines won't forget your existence. Based on their demo, I'm inclined to recommend their commercial service.

While there is software that will do this job as well, I'm not terribly interested in it. Outside the major services, the scene simply changes too quickly; software for this would have to be updated and distributed even more often than virus software. ■

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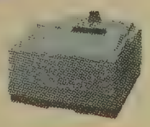

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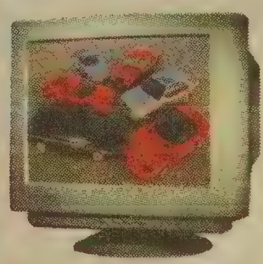

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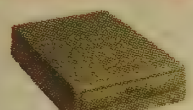

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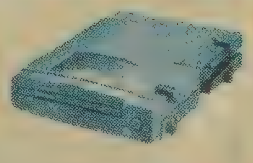

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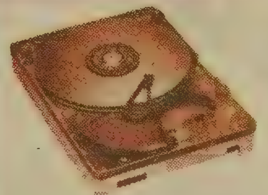

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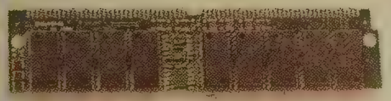

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US ARMY PHOTO

That was then, this is now: ENIAC, the first mainframe (inset). Beyond Software CEO Brian Reaves with a considerably more compact example of today's mainframe technology, Commercial Data Servers' CDS/2000, a P/390-class enterprise server.

BIG IRON MEETS THE WEB

BEYOND SOFTWARE PUTS A NEW FACE ON THE MAINFRAME

BY MARY EISENHART ✣ PHOTOS: TUSTIN ELLISON

Back in the days when *MicroTimes* was a new publication, the computing world was generally stratified into mainframes, minicomputers, and the relatively new microcomputers, all of which communicated with each other rarely and with great difficulty. ✣ Today, given that a 1998 low-cost desktop model far exceeds the computing power of past multimillion-dollar mainframes, and that the advent of client/server architecture and LAN-based systems has increased options for getting work done, those distinctions are increasingly blurred. ✣ Further, since the somewhat unplanned discovery that Web browsers made an awfully good interface to all kinds of data on all kinds of computers, there's been a proliferation of intranets (an IP-based approach to internal networking) and extranets (IP-based sharing of data with one's business partners), in addition to ubiquitous Internet access. This, in turn, has driven a migration to Internet-based open standards that's had proprietary systems vendors in the desktop world (e.g. Lotus and Novell) scrambling to adapt. ✣ A similar scramble is occurring in the world of the large enterprise, where the MIS department is not only grappling with Year 2000 problems but with the new challenge of making its mainframe-based data accessible in a Web environment. Offering solutions to this problem is San Jose-based Beyond Software (*www.beyond-software.com*). In a white paper located on its Web site, Beyond cites a recent study by the Meta Group, saying that despite the recent inroads of client/server architecture, 60–80% of all corporate data currently resides on mainframes, and suggests that leaving it there might be more cost-effective than migrating it to a new environment. ✣ We recently visited with Beyond's CEO and co-founder Brian Reaves, who offered some insight into the problems facing corporate computing, and some of the possible solutions.

In our part of the computing world, there's a boom in UNIX and NT-based client-server architecture, there's a boom in bigger and bigger networks, and there's a lot of talk that the mainframe is dead.

However, this seems like an oversimplification, driven by the dubious assumption that mainframe computing has stood still for two decades while Moore's Law was merrily doing its work in microcomputing.

Right.

The computing dynamics of mainframe computing in general have changed; you're correct in that mainframe computing did not stand still.

In the old days, one mainframe that had very little computing power would fill this room and a couple of others. There were a lot of aspects of mainframe computing that were very expensive—the water cooler, the space that was required to keep it—and if you wanted to add some more computing power you rolled in another room-sized mainframe.

IBM as the leader, and now Amdahl and Hitachi and all the other mainframe manufacturers out there, have come away from those types of environmental dynamics, if you will, and moved toward chip-based architecture. CMOS technology is like PC technology—there are wafers and there are chips, and the cost of mainframe computing has been tremendously reduced due to that fact.

Now you have mainframes that are the size of refrigerators, but have more computing power than thousands, if not tens of thousands, of PCs. IBM has really changed the dynamics of the cost of computing, and mainframes did not stand still.

The beauty of it is that things like scalability and manageability and the ability to connect tens of thousands of users are still with the mainframe. That's why users are retrenching, I believe, to centralized computing, because they totally underestimated the importance of those features of mainframe computing. They're asking "How much is client/server really costing me to scale to 10,000 users?"

Hardware costs aren't that much of a difference, but people costs are very expensive. In client/server, for every hundred people, or every thousand people, you get a system administrator. There can be 10,000 or 100,000 users, and two or three people in a mainframe shop can take care of them. That's where the balance is starting to tip in favor of mainframe computing.

We don't come from an anti-LAN environment. We're very pro-mainframe because it has capabilities that we believe are very important to corporate America.

What about software costs? With client/server and networks you have to acquire a lot of software licenses, for example. You've got support problems with people downloading screen savers off the net and messing up their applications.

IBM's been very successful in pushing this model on all of us: you have one software license based on the size of your mainframe that can handle tens of thousands of users. As you've said, in a LAN- or micro-based environment, it's per-user. You get these per-user costs; you get 100 users, and you have to buy another license for another 100 people.

When you start looking at the cost of computing, for a system that has over 500 users, we're looking at about $4000 per user per year if you look at all the costs for a micro environment or a LAN environment; for a mainframe that's somewhere around $1300 or $1400.

You can start to do the numbers, and the LAN environment gives you exponential growth in cost, and the mainframe environment sort of levels out—the more users, the lower that cost tends to go.

What are those users using for terminals? Is this where Network Computers come in?

The beauty of it is, they can use PCs. They're using the same terminals as a LAN or server-based solution would. People have PCs on their desktops, but they're connected to the mainframe. The old way was via SNA, or some other proprietary way, but the new way is through TCP/IP. Which is the same way that the LAN is being connected—they've changed their paradigm as well.

So you can have a PC on your desktop, or you can have a Network Computer. They're starting to replace dumb terminals, which were these sort of hard-wired terminals that didn't have many capabilities and got a lot of their brains, if you will, from the mainframe.

Now you have the ability, with a Network Computer, to download all this information from the mainframe—it could be a network server as well—bringing the information to the Network Computer to do things locally, then send it back to the mainframe. All the computing paradigms still exist with the mainframe; it's just a very large server.

In fact, I don't think IBM uses the word "mainframe" internally any more. They use "large server," because it's a large server and has capabilities other servers don't have.

Considering that most of the people reading this story will not be coming from the mainframe world—at what point should you be considering client/server vs. mainframe, and what trade offs should you be looking at?

I think it's not an either/or, it's an and. The logical thing to do is to look at your entire computing environment and answer the question, application by application: for this application, for the number of people who access it and for what this application does, where should it reside?

Especially in the Global 2000, you're going to have some applications that make the most sense to remain on the mainframe; it is going to make sense to move some of those mainframe applications to a client/server architecture. But the beauty of it is that if the Web browser is your common interface, nobody will know where it resides.

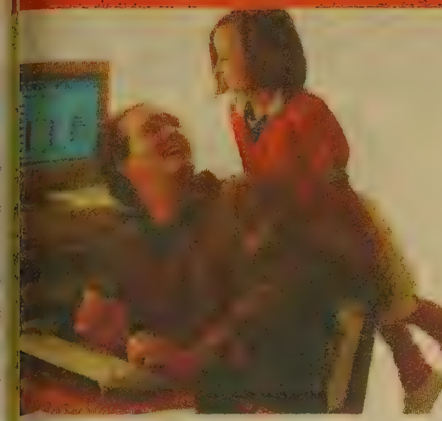
That's really where we want to get to, where anybody can point and click, and they get the answer from the best place they could have gotten that answer. That's what this Web technology allows—it's the great equalizer.

If I've got 20,000 users, 10,000 concurrent, that should probably be a mainframe system. Why should I scale 100 to 200 UNIX servers with all the people to do that? But, if there is some technology where it makes sense, like Peoplesoft or SAP, where you really have committed to that and know why you need to be there, that's a LAN-based solution.

If I use a browser as a front end to all of this, my end-users won't care, nor should they care. They only gripe at you when they know there's a difference. But when they point and click and get an answer, nobody says, "That's terrible that it worked so well!"

Beyond Software has solutions that allow the mainframe to be a full and equal partner. The mainframe, which is a large server, is

continued on page 142



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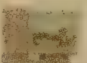

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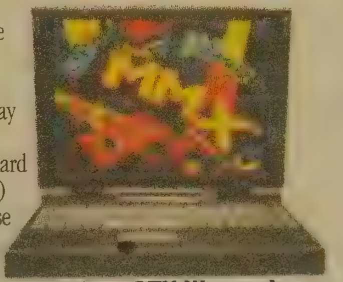

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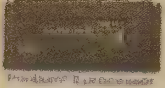

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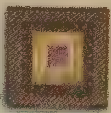

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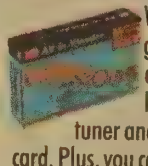

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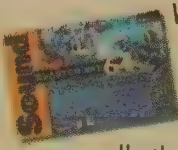
Available on: all Hyper & Turbo Systems

Sound Blaster Awe64



With the Sound Blaster Awe64, you can experience 64 voice orchestral-quality wavetable sound that's so life-like, you'd think you were really there! That's because with wavetable technology, you get sounds that were sampled off real instruments. That's why a piano sounds like a real piano because it really is!

Available on: most Hyper/Turbo Systems

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- 32X SCSI CD-ROM (4800KB/s)
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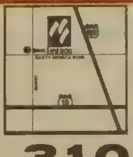

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continued from page 138

client/server—the client is the browser, the mainframe's a large server. The UNIX server is a different type of server. It's truly client/server; you just pick where your application should best reside for the long-term computing strategy.

You mention TCP/IP, which is an open standard. Historically mainframes have used jealously guarded proprietary standards like SNA. Now, mainframe vendors have had to come to terms with TCP/IP in much the same way proprietary LAN vendors have done. Culturally, how has the meeting of open standards with a proprietary world gone, as corporations move to an Internet/intranet/extranet environment?

> **Now you have mainframes that are the size of refrigerators, but have more computing power than thousands, if not tens of thousands, of PCs. IBM has really changed the dynamics of the cost of computing, and mainframes did not stand still.**

In my personal opinion, it's turned IBM around and put them at the top of the heap again, because they've become more customer-focused.

The bottom line is that it isn't important whether, internally to IBM, SNA is more important than TCP/IP; their customers have told them overwhelmingly that open computing is very important, and TCP/IP is the way the customers in their environment need to communicate between boxes. It was the only way a mainframe was going to talk to a LAN-based server which was going to talk to a PC.

So IBM finally got the message, even though I'm sure they still wage wars internally. [*laughs*] "But SNA has this stated capability and we've spent all this money..." I think what they're evolving to is a model where TCP/IP is the prevalent communications protocol on their boxes. In fact, they include TCP/IP on every mainframe they ship, starting, I think, last year.

IBM has heard the customer and has realized that its growth was being stunted by proprietary systems. In order for them to regain the prominence they had before, they had to open their eyes and open their world to the customer demand.

I'm not saying the TCP/IP on the mainframe is as good as TCP/IP is on the LAN. IBM's TCP/IP stack is not as efficient as the traditional UNIX-based TCP/IP. But if you look at where they were three years ago in performance, they are gaining quickly, and spending tremendous amounts of money trying to move that forward.

So IBM sees this as a huge emerging market?

Oh yes. They've taken "mainframe" out of their language, and I think they want to eventually take "proprietary" out of their language, perceptibly. There'll always be SNA, because there's a place for SNA, because it does have some rich history in allowing people to do things. But now they're talking network computing; if you're going to talk network-centric computing, you've got to talk Internet/intranet/extranet. If you're going to talk that, you have to talk TCP/IP.

They've changed the whole spin, and I think [IBM CEO] Lou Gerstner's done a fabulous job. Because he didn't come from the heritage of IBM—he's about "what's the market?"

It's brand management at IBM. That's how they manage their business now. A mainframe is a brand. TCP/IP is something that helps mainframes communicate with the rest of the world, and therefore helps drive sales. It's brand management now for the mainframe world.

From a customer standpoint, what's driving this demand for TCP/IP?

Open standards. Everyone is tired of having to have yet another piece of software to do a specific thing. I think the greatness about TCP/IP is that it allows open connectivity to any box in the environment. So if you have a mainframe, you can talk via TCP/IP to it. If you have a UNIX box, you can talk via TCP/IP. If you have Unisys or any type of box in your environment, it supports TCP/IP.

I think the cost of trying to handle all these disparate and proprietary environments was overwhelming, and TCP/IP has now become the common denominator.

It makes sense for a corporation's CIO to say, "Wow, you mean that I could have one standard in my organization, that does include every box in my environment?" If the answer comes back yes, that makes sense to me.

The potential cost savings are huge, and the ability to integrate things at will is very useful.

Correct. I don't want to underestimate the power of the Internet and intranet and extranet computing and electronic commerce. That is the hot technology; that's where everyone is saying they want to be. In order to be there, you have to adopt TCP/IP. There is no other way around it.

If you're moving towards this type of strategy, you have to inherit all the prerequisites of that strategy, and TCP is the main one.

What kind of technical issues do you run into when you go to TCP/IP-ify all these legacy applications that have been running on IBM or Amdahl or Hitachi or whatever?

From a mainframe perspective, in utilizing our product, they already know 80-90% of everything they need to know. They understand COBOL, they understand REXX, they understand the back-end CICS and IMS and DB2. Those skills are all relevant to them. With our Web server, we allow them to use their existing core competency to link the Web server to these back-end systems.

The only challenges they have are "How do I want to link it up? What makes sense in this new paradigm, now that I'm not restrained by this 3270 24x80-column screen?"

I'd say the challenges that they have are to start to think out of the box, because a lot of them have never really had occasion to do that.

That world has been rather well-defined for some years now.

Right. So that's the biggest challenge for a mainframer. [Our] product installs in 20 or 30 minutes; they can have the application up the same day, or in one or two days.

Then the challenge comes: "Now that I can do all this stuff, what should I *really* do? Do I want to write a little more code on the application to make things work a little better, now that I know I can bring this data back to a Web browsing screen, or do I want to not do anything and use the existing application?"

Those are the challenges that they have, but to me those are good challenges. You're talking about progress, in my mind. Extension of an application is a positive thing. You don't have to deal with "Omigod, I have to move this huge DBT database over to Oracle or Sybase... How do I do that—I don't even know those paradigms..."

continued on page 146

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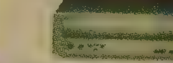

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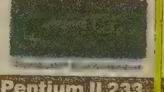

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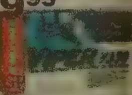

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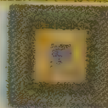

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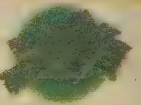

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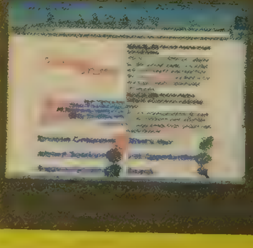

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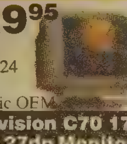
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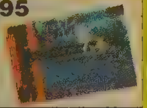
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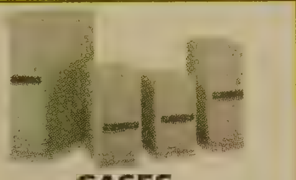

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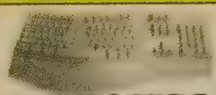

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Big Iron Meets The Web

continued from page 142

Those, to me, are very problematic, because you're talking about recoding the application totally. COBOL doesn't translate to C++ ; you've got to get somebody who can read COBOL and break it down and say the same thing in C++. Those are very expensive and time-consuming problems, as opposed to "Wow! I can browse it! Now how can I enhance it?"

A useful distinction that comes up in your white paper is the difference between raw hits to your site and transaction processing. Can you elaborate on that, particularly in the context of electronic commerce—what is the distinction and what does it mean in practical terms?

There's an Internet/intranet/extranet adoption cycle.

The first part of that cycle was email. You think back five to seven years, and everybody didn't have email. Now everybody does—in fact if you don't have email, people look at you like "You don't have Internet email?" *[laughs]* You're obviously not with it if you don't have it. That was the first wave.

The second wave was where Netscape really took off—the whole idea that you were doing Web pages. You weren't doing transactions; you were just enhancing your marketing capability. When Netscape came along, the browsers were hot, the servers were hot; we talked about "How many hits did you get?"

Now what we've evolved to is transactions. People have said, "Show me the money! Hits are great, but that's not adding any value to my business."

You ask the question "What *would* add value to my business?"

Well, let's say I want to integrate this great Web technology with my transactional business information, where people can actually look at this important business data through these graphical means.

I think that's where we are now, and why Beyond is successful. Companies are trying to deal with "How do I link the Web to my important stuff?" It's not about hits; marketing is fine, but it's about CICS, and DB2, and IMS, and how do I view this and extend this capability using the Web?

I think no one is really close to mastering this area yet, not even IBM. Once we have mastered it, we can move to the next logical step—how do I now take this important data and extend it to the point where people would buy it?

That is my definition of electronic commerce. That is the day where the catalog information for Nordstrom, which is on a mainframe and they've had it on a mainframe forever, could be viewed by you or me right around the holiday season, and we could sit at home and click and actually purchase something. That money is seamlessly transmitted from our credit card or whatever repository of money we have to Nordstrom. Commerce is when it becomes natural to all of us to transact in that way.

Right now, leading-edge people are comfortable with that, but it's not a mainstream technology.

Not at all. Shopping is a social event as well; it's not just technology. People have to feel comfortable enough to where maybe they can see other people and shop together. People shop as a group—how can you translate that paradigm to Internet shopping?

Nobody's there yet. Mentally, we're not ready for that. But we *are* ready for "How do I add value to my existing important data?"

In all honesty, even companies like Microsoft and Netscape have never really had to deal with the enterprise, they've never had to toil with what IBM has had to deal with all their lives. Now they're trying to figure out "Well, we got hits, and it's real pretty, but what the heck is TICS and how do we do that?" *[laughs]*

Uh, what *is* CICS?

That's a transactional environment on mainframes that's been around forever in the IBM environment and pretty much runs the majority of the world's transaction systems.

So the people in the other world have to learn it. Not only do they have to learn it, they have to somehow master it quickly in order to grab that business. And I think those companies are challenged.

So how did Beyond come into existence, and how did you see this as an interesting problem to be solved?

It was through pain.

The founders of this company were challenged just like every corporation is now, with "How do we take this important legacy data running on an IBM mainframe..."

In this case, our company, EPRInet, serviced tens of thousands of users worldwide. It was an electric power research institute; people think of them as a contract research arm for the electric power industry.

Well, the repository of all this research was on a mainframe system. People would have to log in through a dumb terminal or 3270 emulator to get access to this information. The problem is, it's not intuitive—3270s, having to log on—for management types it's like "No, just give me a report."

So at EPRI we were sending reams and reams of reports; that was very expensive. We wanted people to come and view the information at their own pace and slice and dice it.

The answer came back—"Let's do it with a graphical user interface to the mainframe data." EPRI being a research institute—we were always leading edge—we said, "Let's do it with this Internet technology."

What time frame is this?

EPRInet started in 1989, I think, so about 1993 we were really into the Internet stuff. Netscape didn't exist; this was when NCSA Mosaic was the only browser out there. Kerberos was another technology for security that was out there. We licensed the technology; we put all this stuff together. The problem was, we couldn't get to the mainframe.

We had a three-tiered type of environment. We were using IBM RS6000s, moving data from the mainframe to an RS6000, which talked via TCP/IP to our Mosaic browsers. It was very expensive; it was not very dependable; it was very painful. To shorten the story, we spent a lot of money and we didn't derive the benefits we thought we should have.

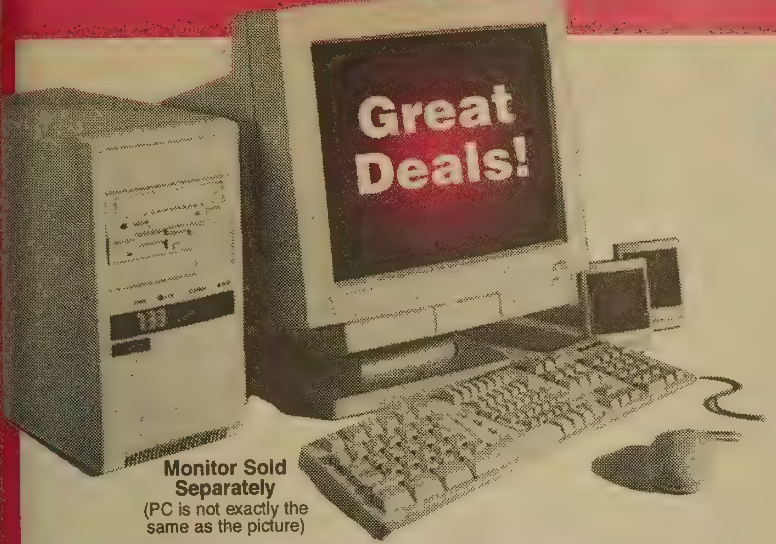
I was out looking on the net, and ran across a product from a guy at Rice University, Rick Traw. He had developed the world's first mainframe Web server. He did it, not for business reasons, but because he got tired of hearing that mainframes couldn't do this. So he read the spec—there's a basic IETF spec that tells you how to build a Web server—and he coded this Web server using a mainframe language that he knew, REXX.

We saw this, and it was like "Wow! this would be fantastic! If we could leave the data and the business logic on the mainframe, but still allow browser access to it, this would be a great thing." We ended up showing a prototype in about two days. One of the things we hadn't successfully done in two months, we did in two days.

From that experience it was very clear, to me and to the rest of us, that we'd just been through the pain that a majority of corporations are going to go through, or are going through now, and we just found a solution. If we could take this shareware technology and really build it into a commercial product, we could solve a lot of pain. That was the beginning, and the impetus for Beyond.

So who are your clients, and what are they doing with your technology?

The majority of our clients are Global 2000 companies. For example, Merrill Lynch,



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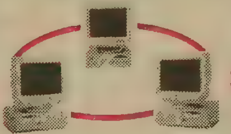

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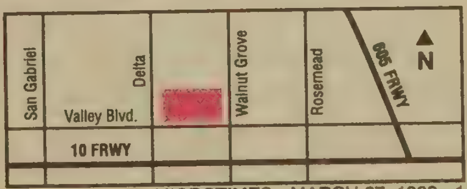


Lehman Brothers, Bank of America, Wells Fargo, J. C. Penney, IBM itself in the Advantis group, Siemens, Rolm. The common theme is, here are large companies who have legacy information that they need to extend and leverage into this new computing paradigm, the Web.

Merrill Lynch has Merrill Lynch Online, which is one of our demos, by the way. If you were a Merrill Lynch account holder and had a lot of money with Merrill Lynch, you could now go in 24-7 and trade stocks, view your balance online; you can transact, you can do a lot of things. All that information's on a mainframe: with our product, they're now able to offer that service.

> **That's really where we want to get to, where anybody can point and click, and they get the answer from the best place they could have gotten that answer. That's what this Web technology allows—it's the great equalizer.**

Our product is EnterpriseWeb VM. It's a Web server that runs under the VM operating system, one of the three main mainframe operating systems. You have the Web server running on the mainframe, and it initiates transactions against an MVS box that has all this information. The MVS information is returned to the Web server, and the Web server serves it back to the customer's browser.

How is security handled?

The beauty of our solution is that we stick with all of the mainframe security; we inherit all the strengths of the security already in place. Our server inherits the mainframe's security, so you're still challenged with the same level of security as if you were doing mainframe computing.

We've taken that a step further in that we've taken Internet-style security—SSL—and ported that natively to our mainframe implementation. So now not only do you have the best of world class security, you can now encrypt data with world class security in SSL.

Bank of America does a tremendous amount of reporting on the assets that it has worldwide and what those assets are doing. Those reports are viewed online; because the Web server is on the mainframe, and the data is on the mainframe as well, they're able to view those reports online.

J.C. Penney has a product of ours, which is an interface to a longstanding email and calendaring system called Officevision/PROFS. Our Web server acts as a front end to PROFS and Officevision. J.C. Penney has upwards of 40,000 people who are viewing their mail and calendar online daily, using a graphical interface instead of the 3270 type of interface.

Advantis, IBM's company, has a sales force of 20,000 salespeople out there, who are pitching their network services to people every day. If you were a prospect and I was trying to sell you, you'd say, "I want more explanation of these products." They'd go through our Web server and download all the collateral right off of the mainframe. They download it right there at the site. It saves a tremendous amount of money—this is workforce automation at its best here.

State Insurance Compensation Fund, an insurance company, actually submits claims online. We all hate filling out the form and waiting a number of weeks before it's approved because somebody has to look at our handwriting. They submit it on the spot, so it's shortened their cycle.

Ducks Unlimited is a not-for-profit wildlife and conservation entity. They sell Ducks Unlimited hats, which are very popular. They do that online now; you can go and put in your credit card and actually purchase things over the Web. That's commerce for them.

It goes on and on; we have a number of other customer stories. But the bottom line is, it's adding value to their existing businesses, and in some cases extending the value to the point where they can charge money and make more money coming in.

One of the more recent buzzwords is extranet, where you're dealing not just with people in your own organization but having what amounts to a virtual private network with your customers or other people you deal with frequently—the people in your economic ecosystem, so to speak. How does that work?

Every company has important data assets that they would like to share with their partners, and in many cases they are already sharing with their partners—but typically it's in the form of paper. People ship reams of reports around to show inventory on different things.

Many companies have said, "Well, we'll give you login access, we'll give you a private line to our mainframe, and we'll allow you to log in." The problem is, when you extend 3270 access, you have the same paradigm and problem that you have internally—people don't like 3270. It's not intuitive. They'll default and say, "Why don't you just send me that report?"

Fax it to me!

[laughter] Yeah, fax it to me, do that!

But with the Web, they are able to extend this access, as they had done before, but in a graphical means. It's not limited to companies where you have a 3270, which is expensive; it's anywhere. Everybody can have access to it off the Web. You can go anywhere in the world and find a Web browser. At the worst, you can go to any library in the world and find a Web browser.

You can have a supplier anywhere in this world; if they can find a library with an Internet terminal, they can securely—with ID and password and maybe encryption, if they've added that product from Beyond—have access to some very important information that they can make a good business decision on. Which, in the end, supports the host company, because their suppliers are making better decisions because they have better information.

That's wonderful. Extranets, I think, are fabulous. They're the reason why the Internet "hits" paradigm needs to get more into the transactional mode—"How do I make money at this? How would my partners pay for access?" Any company would pay $1,000, $2,000, $10,000 to have better information so they could do their job better.

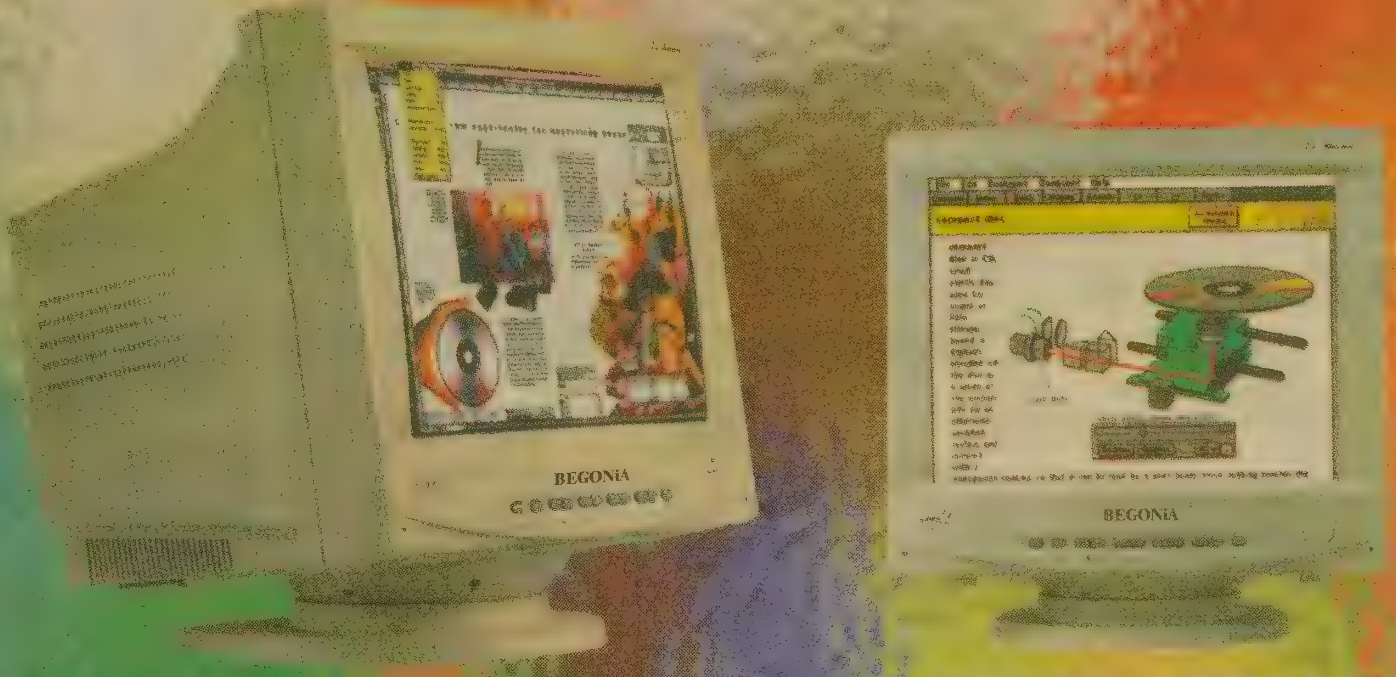
What do you think people are wasting their money on the most in this context? We seem to be seeing a lot of money essentially flushed down the drain on cute bells and whistles with no business relevance, like the proverbial flaming logo in the IBM ad. What makes sense to spend money on, and what's just silly?

I think people spend a lot of money on things outside their core competency. I go back to Bank of America—they're a bank. If they're

continued on page 240

BEGONiA

Area of Display Communication



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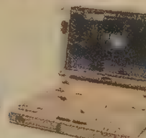

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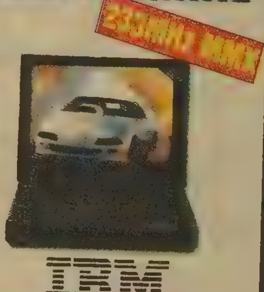

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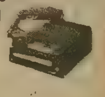

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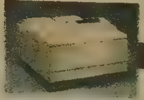

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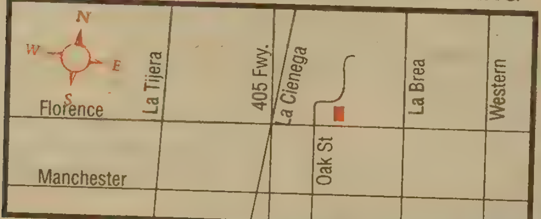

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How Browsers Replace Classrooms

The Company Intranet At Qualcomm

By Ivars Bezdechi

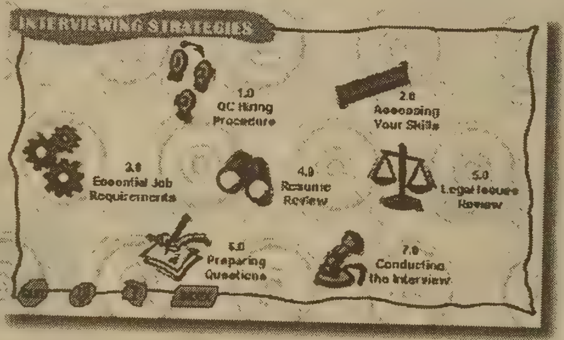
While we hear a lot about Internet-driven data overload and a tidal wave of online infodreck, both large and small businesses are discovering the relative usefulness of the Internet's sibling technology referred to as "intranet."

While an "intranet" utilizes the same HTML code and graphics which are used on the Web, an intranet is a network that exists solely and exclusively within an organization. Much like a local area network (LAN), an intranet graphically delivers an organization's informational resources—such as databases, documentation, online training—to each employee's desktop quickly and inexpensively, while it still protects the information from unauthorized access or outside hackers.

One company that has reaped the benefits of implementing an intranet is San Diego-based international electronic firm Qualcomm Incorporated.

Employing some 10,000 employees worldwide (with some 9,500 people in San Diego alone), Qualcomm develops, manufactures, markets, licenses and operates advanced communications systems and products based on its proprietary digital wireless technologies as well as the popular Eudora Pro email software, VLSI components, and communications equipment and systems for government and commercial customers worldwide. With such a diverse product line, Qualcomm was faced with the challenge of making learning opportunities accessible to all employees, as well as meeting the needs of diverse employees with different learning styles.

With 90% of its employees located in 18 buildings in San Diego, the firm has found great success in utilizing an intranet system for training its employees in topics ranging from time management, project management, business writing, interviewing technique, and international business. Employees can integrate information from the company's intranet Web server while solving a problem or performing a task. Qualcomm also utilizes an intranet for different functions including a company directory, mapping facility (to find a specific location within the sprawling 18-building Qualcomm campus), and general project management.



Qualcomm was faced with the challenge of making learning opportunities accessible to all employees, as well as meeting the needs of diverse employees with different learning styles.

The Virtual Classroom

But perhaps the most unique use of the intranet is still the system utilized for the company's educational needs.

According to Tamar Elkeles, Ph.D., Qualcomm's Learning Center Director, her department is entrusted with creating "classes" which are Web-based, and which, by and large, have replaced the company's classroom-based educational experiences. "Right after we came up with the company-wide intranet, which had some departments and projects on it, we determined that this was a technology we could use for learning as well. From a training perspective we're putting all of our content on the Web," she says.

Elkeles explains that the programs on the company's training intranet were mostly developed by the instructors who have, in a sense, become "classless." In order to adapt the content of the training classes, Elkeles directly asked instructors, "Tell me what, in your classroom, is information, versus what is experiential learning or behavior modification." After determining the answers, Elkeles would work with the instructor to repurpose into an electronic format any information that was disseminated in a manual or handout.

The new intranet-based individualized approach to learning has been welcomed by the majority of Qualcomm's employees, says Elkeles. "The people at Qualcomm like person-

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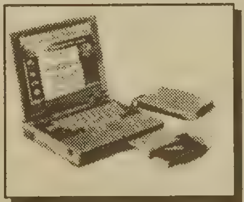

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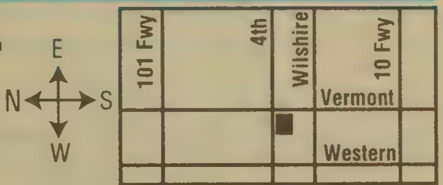

alized options for learning. It was important for us to reach all of our 10,000 employees with the same content.

"Understanding that people have different learning styles, and understanding that these 10,000 people all have their personal needs, we needed to create a different medium to 'create learning,'" says Elkeles. "If you are a visually-oriented person, we'll give you a video. If you are a more hands-on type of person, you can go to a class for an experiential exercise. If you're more oriented towards using a computer, the intranet program is for you."

> **"What we want to see as a company is the outcome of good performance within an organization. Providing information online allows employees to perform better," Elkeles says.**

But if Elkeles had her druthers, she would obviously like to see all Qualcomm employees embrace the Learning Center's intranet, citing the convenience of logging onto the company's Internet server, clicking onto a subject area, and extracting the information needed at the moment. "It's not about sitting in a two-day class. It's about getting the information when you need it," she says.

Elkeles is confident that this "a la carte" approach to education will not cause users of the system to have "gaps" in their learning experience. "Not everybody needs the same amount of stuff," she says. She admits that some might perceive a bit of "college confidence" in this new learning medium, and that the overall effectiveness of the system has yet to be completely evaluated: "The content for the learning modules has been taken directly from the classes—so we know that this part works. Whether or not people who get the content are being successful is another story, and that's their choice."

She says that to evaluate a Web-based training program is very difficult because traditional evaluation techniques cannot be fairly applied to this new medium. "Why do we need to evaluate information people get? We're just providing information, giving them a place to get it, make it easy for them. We don't have to evaluate that. What we want to see as a company is the outcome of good performance within an organization. Providing information online allows them to perform better," she says.

Elkeles adds that the instructors who have developed the modules in conjunction with Qualcomm's multimedia department are not being displaced: "These instructors are being utilized in a different way. They are still the experts. Only the traditional role of the instructor has changed."

The Learning Interface

Flexibility is the key concept in most of the learning modules offered on Qualcomm's intranet site. For instance, in the module devoted to interviewing skills, the on-screen coursework includes a section formatted much like a game on the "legal" questions a supervisor can ask a prospective employee. Utilizing a sophisticated internal artificial intelligence decision tree, another section within the module allows a supervisor to fashion questions based on the skills needed for a particular position.

While the intranet learning modules leave a "cookie" which stores information on what parts of a lesson have been completed by an individual on his or her computer, it is "secure" in terms of privacy issues and "how well" an individual employee does in a particular online class.

The design of the learning modules emphasizes a friendly template-based "look-and-feel." "We try to make it fun. We work to make it very engaging," says Elkeles.

While the basis of the online classes is developed by Qualcomm's in-house multimedia department using HTML (the standard programming language of the Web), the interactivity and graphics of the classes are developed using a combination of CGI scripting, Java, C++ programming, Shockwave plug-ins and Macromedia Director, a program considered an industry standard for creating and distributing interactive applications.

The presentations do not incorporate a lot of sound or animation, says Elkeles; rather, a major consideration in the design of the learning modules is cross-platform compatibility so they perform equally well on Qualcomm's wide range of computers which include PCs, Macintosh, and UNIX-based units.

"What we wanted to do is build something that could go cross-platform and would take into consideration the most ancient computer which might be on the network," says Elkeles. "There are employees who don't have sound cards on their PCs—which precludes us from using audio components. We do not have video-to-the-desktop because of the bandwidth constraints of our network." That's not to say that Elkeles has not planned to incorporate these features in the future; dropboxes for future video applications have already been designed into the presentations.

While Elkeles seems to have the technical aspects of the intranet-based learning system in hand, she admitted her biggest challenge is to engage "more learners" to utilize the system. "It's all about how you market your tools internally and how you get people excited about using the Web. There are still people in this world who don't want to utilize technology and don't want to go to the computer. And it is trying to get that population to go there. We miss some of our potential audience because of this."

As for advice to those thinking about instituting an intranet-based information system, Elkeles says that companies and institutions should establish their networks for what they can build for today, and build for the systems which currently exist within that organization. "Build your applications for the technical capabilities you have now. While we built the backbone of our system some three years ago, taking into consideration what we had then in terms of equipment and technology and what we have now, our foresight has allowed us to do a lot of sophisticated things," Elkeles says.

"Overall," she concludes, "the drawbacks to intranet-based training are virtually nil." ■

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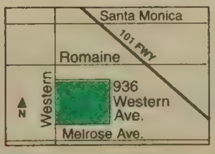

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BMUG • By Peter Linde and Sam Penrose

The BMUG Column You Won't Read In CIO Magazine

Fear And The Corporate Information Officer

This month, Peter will help corporate computing managers solve all their support and Help Desk problems, while Sam comes up with some great ways to maximize your investment on the Mac you have before you run out and buy a new one.

BMUG And The Enterprise

By Peter Linde

Hey You! Corporate Information Decision Maker! How would you like to be a hero in your company? How would you like to be responsible for making your company more profitable and your computer users (read: customers) more productive? How would you like to cut your staff while at the same time improve service? All of this can be measured so you will get the credit. I promise. Just read this article, and you will learn a simple proven method for achieving all of the above.

You say that it can't be done? You've tried everything, right? You increased the number of people answering your Help Desk phones. You hired more techs. You already subscribe to TechNet. You even went out and bought that expensive dispatch tracking system and knowledgebase that all your techs complained about. Then you bought the other one when the first one didn't work. Of course, you only hire MCSEs and CNAs, but for some darn reason, they never seem to be able to solve your end user's problems on the first visit.

But there is one last thing that you still haven't tried. You probably even know what it is. You've heard all about this miracle cure already. You've read the studies and your kid even tried to show you on her computer at school. But something has held you back. Something just won't let you do what you know is right: Fear. The fear of appearing uninformed pervades our industry, but is seldom talked about.

Most MIS professionals seem to believe that omnipotence is a job requirement for working with computers. From techs to CIOs, everyone runs around constantly pretending that they know things that they don't. This means that decisions—decisions that can involve millions of dollars—are often based on the small amount of information people have already acquired through direct experience—or worse, on what everyone else seems to be doing.

> *My consulting practice supplies both Mac and PC Support Technicians to a Fortune 500 client that currently has about 1000 Macs and 3500 PCs. The 1000 Macs are cared for by four Support Technicians. That's 250 computers per Tech. Those four techs are like Maytag repairmen. They often find themselves bored stiff. Their internal customers? Happy as clams.*

Let me give you a real world example: My consulting practice supplies both Mac and PC Support Technicians to a Fortune 500 client that currently has about 1000 Macs and 3500 PCs. The 1000 Macs are cared for by four Support Technicians. That's 250 computers per Tech. Those four techs are like Maytag repairmen. They often find themselves bored stiff. Their internal customers? Happy as clams.

In fact, they are the only people in the whole company who are happy with their computers and the support that they receive. The average PC tech at this company services about 80 end users. The PC users hate the MIS department and think the support they get is substandard. They complain constantly.

So, you wouldn't be at all surprised to learn that this company, upon careful self-examination, had decided to standardize on Macs. At least you wouldn't have been surprised if that's what they had chosen.

Instead, in defiance of their own direct experience, they have recently chosen to remove all the Macs in the company and replace them with PCs. You probably think there is some application that only exists on PCs that is forcing them to make the switch. Nope. In fact, some of their mission critical applications only exist for the Macintosh. Perhaps they are having trouble with document portability across the two platforms? Nope. Macs have been able to handle this for years. Could it be that they have figured out that they will have a lower total cost of ownership (TCO) by switching to PCs? Nope. Independent study after independent study has shown that Macs have a lower TCO than PCs.

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Let's do some quick math that it appears they never did. To keep 1000 Mac users happy, they need four techs. Let's assume they pay these techs $50,000 a year. That's $200,000 a year to service 1000 Macs. What does it cost them to service 1000 PCs? If each PC tech can only take care of 80 computer users (and let's forget for the moment that they aren't even able to keep the users happy), this company needs to hire 12.5 techs. If we assume the same salaries, this company will spend $625,000 in salaries alone. What could you spend $425,000 on?

By now, you have probably figured out that my magic bullet for curing your Corporate IS woes is to switch to the Macintosh platform. And your mind is, no doubt, racing with reasons why you can't. The hardest hurdle to overcome is that everyone else will make fun of you. And, in truth, there is no way around this one. Remember, they are just as afraid of their lack of knowledge as you are of yours.

The way they make themselves feel better about their head-in-the-sand stance is to make fun of those who dare to use reason. But trust me: They'll stop laughing a year or two down the line when you get promoted for bringing costs down and satisfaction and productivity up.

> *My magic bullet for curing your Corporate IS woes is to switch to the Macintosh platform. Your mind is, no doubt, racing with reasons why you can't. The hardest hurdle to overcome is that everyone else will make fun of you. And, in truth, there is no way around this one. Remember, they are just as afraid of their lack of knowledge as you are of yours.*

I could give you a hundred more examples like the one I listed above: examples of companies that throw away money because IS managers just like you would rather make safe, bad choices then do their homework. I could tell you about my years of experience running a business that does both Mac and PC consulting, and about how much more our PC clients pay us each year versus our Mac clients. There are just too many of these types of stories to list.

Lastly, let's get one thing straight: This isn't about zealotry. This is about tools that people use to get jobs done. The best tool for the job is the one that you or your company should use. In some situations, Macs make no sense. But if you have summarily rejected Macs because of fear or misinformation, you are making a mistake.

Will this mistake hurt your career? Probably not. Bill Gates has built an empire on fear and misinformation, and few in corporate America seem willing to stand up and say that the emperor has no clothes. Don't take my word for it: The empirical evidence is out there.

Check out Apple's Web site at: *www.apple.com/whymac/web/articles.html* for links to articles that compare the MacOS and Macintosh computers to Windows 95 and Intel based machines. You can also contact BMUG at *info@bmug.org* , or come to one of our main meetings. There's no need to wear a trench coat and fake nose. You will be welcomed. More information about BMUG is available at *www.bmug.org* . And last but not least, if you email me at *pbl@lindegroup.com* , I will personally see to it that you get information from Apple that will help you better evaluate how Macs might benefit your organization.

You May Not Need A G3 Yet

By Sam Penrose

Apple's new PowerMac G3 line has motivated hundreds of thousands of Mac users to ditch their old machines. You may be sitting on the sidelines wondering if it's time to shell out two grand for one of these beauties.

The answer to your dilemma depends on more details than I can list, but there are some issues that all of us have in common. This month we'll examine what I believe to be the three most cost-effective purchases for the average computer user, plus tricks for making them come out right. The best part of this game is that you don't have to buy a G3 to play.

Drop $70 on RAM: I recently looked at a copy of MicroTimes #71 from July 9th, 1990. A 16MB expansion "kit" for a Macintosh IIci is advertised at just under $3,000. Today 16 megabytes of RAM costs about $40. Prices have changed by a factor of 75, but the basic importance of RAM has not: The more RAM you have, the more programs you can run and the more room you can give each one.

Less than three years ago, most Macs shipped with 8MB of RAM. Just to run MacOS 8, basic Internet software, and a light word processor, my Mac asks for 25MB. If I wanted to scan and rework a photograph to accompany this column, that total might double. I could get by with less by turning on virtual memory, but virtual memory tends to make my Mac slow to a crawl as resources are shuffled from the hard drive to physical RAM for access.

If you regularly quit one program so you can open another or watch it slow precipitously under virtual memory, you need more RAM. A good rule of thumb is to add 32MB to whatever your Mac shipped with. The trick to adding RAM is to pick the right retailer. If you buy a PowerMac G3 from Apple's Web site, they'll be happy to add a 32MB to your machine—for $200. MacWarehouse wants $360. Yet plenty of mail-order businesses that specialize in RAM will be happy to sell you the same product for $70.

A Web page called RAMWatch keeps track of the going rate at *www.macresource.pair.com/mrp/ramwatch.shtml* . As I write in late February, $70 will get you 32MB of RAM in almost any flavor: standard DIMM, EDO DIMM, SDRAM DIMM, or 72-pin SIMM. Pay attention to the "low" price, not the "average," which is easily skewed by one or two high figures.

If you don't have Web access, the Chip Merchant (1-800-808-CHIP) and Data Memory Services (1-800-662-7466) are usually within a few dollars of the best price. Be sure to specify the computer you plan to install the RAM in, ask for a written warranty, and pay with a credit card.

Get a Bigger, Better Monitor: When you are using a computer, your monitor is your world. Too many computer users continue to put up with so-called 15" monitors, the entry-level standard. These monitors are generally used at a resolution of 640 x 480 pixels, the WYSIWYG (true-to-life) resolution on old 13" monitors. Some run them at higher resolutions, but the resulting image is so small that it leads users to counterproductive compensations like increased font sizes.

Quality 17" monitors, once a luxury, now cost about $600. They are WYSIWYG at 832 x 624 pixels, which gives you a whopping 70% larger work area than 640 x 480 for real increases in productivity and enjoyment. The next traditional size is 20", which at a WYSIWYG setting of 1024 x 768 pixels give you 50% more room than the 17". These monitors are huge and expensive—60 pounds and $1,300 or

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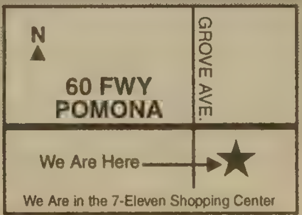

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LOCATED IN ONTARIO ONE STOP FOR ALL YOUR COMPUTER NEEDS LOW PRICES HIGH QUALITY COMP 2000 more. Recently manufacturers have added a 19" category, which splits the difference between the 17" and 20" categories in both workspace and price.

There are three tricks to getting a good monitor. The first is to go to a store and comparison shop. Make sure brightness settings and ambient lighting are comparable among the monitors you examine. A monitor in front of a sunny window set to 50% of maximum brightness will look washed out compared to one in a dark corner set to 100%. For sharpness, look at black text in a small type size against a white background.

Prices have changed by a factor of 75, but the basic importance of RAM has not: the more RAM you have, the more programs you can run and the more room you can give each one.

The second trick is to go to a PC-oriented store, which will offer a broader selection and probably lower prices. Most any PC monitor you look at will have an "SVGA" connector. With a Mac-to-SVGA adapter, you can use it on any modern Mac. Many manufacturers will send you one on request; they cost about $20 separately.

The third trick is to make sure the monitor you go home with is or can be trued. Most monitors get banged out of alignment before they reach the store; that's why they all have controls on the front for tinkering with the image. But no set of controls can handle every possible distortion. The $600 question is whether the controls on your new monitor will fix its particular irregularities. You can't answer it without taking the monitor out of the box and hooking it up to a computer. Check before you buy, or be prepared to exchange.

Spend Time: Many people underestimate how much time getting a new computer up and running will require. It takes time to shop, time to configure your new computer, time to move your data and applications over from your old computer, time to make them work on the new machine, and time to find a new home for the old one. I seem to need about a working week to change machines, which is why I don't do it every year. That effort may not seem like a "purchase," but since it comes out of productive or leisure time, I like to think of it as one. First time buyers will find themselves spending even more time just learning how computers work.

Of course, you can skimp on many of these chores, but the result will be a less useful tool. If you don't have the time to put in right now, you may want to wait before you buy. Computers only get cheaper and better. One trick to enjoying this process of learning a new tool is to tie your learning curve to a specific project. Installing software is not my idea of a fun Saturday afternoon activity, but if I'm doing it to get my new Internet surfing machine up and running so I can create a new Web site, I'm likely to mind the drudgery of disk-swapping a lot less. The best thing about this trick is that you don't have to spend a penny to do it.

Most people explore but a tiny fraction of their computer's capabilities, while tolerating various annoyances that they are too busy or lazy to deal with. Rather than throwing money at your computer, consider budgeting time to do something new with it, which will force you to learn more about it. Computers are marvelous tools, but like all tools, they work best in the hands of the people who use them the most.

More Tricks And Tips

For a reasonably complete overview of the Macintosh market aimed at home and small business users, check BMUG's Web site. I should have a Guide to Buying Macintosh Computers up by the time you read this at: *www.bmug.org/Service/buying_guide/* . Happy shopping! ■

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What Is BMUG?

BMUG is an educational non-profit computer user group providing know-how, software, and opportunities for 10,000 computer users from countries around the world. We are in the business of giving away information.

BMUG publishes and distributes some of the best computer books and CD-ROMs available. Our semi-annual 400-page "Newsletter," sent to every member, contains scores of articles on every facet of Macintosh computing, the Internet, and more, plus hundreds of megabytes of useful software on the included CD-ROM, all without a single advertisement. Our three BBSes are thriving virtual communities where thousands of people share information about everything from how to defragment a hard drive to how good the latest Emma Thompson movie is, all presented through the friendly FirstClass user interface.

The BBSes also offer access to much of our constantly updated software library. BMUG offers volunteers a broad range of opportunities to learn valuable skills while helping people and having fun. We support over a dozen free Special Interest Groups aimed at everyone from complete beginners to professional programmers, where any member of the public can come to get questions answered. Members can make appointments with our valiant volunteer hardware gurus to get memory installed or mysterious problems examined.

You can learn more about us on our Web page at *www.bmug.org* , where you'll find schedules, maps, our guide to the best products for MacOS and general computing, and software and instructions you can use to take a free tour of our Planet BMUG and BMUG Boston BBSes, available by direct dial or over the Internet. Our office at 2055 Center St. in downtown Berkeley is open from 9 am to 5 pm. Come say hello there or at one of our meetings: weekly on the UC Berkeley campus and monthly in San Francisco and San Jose. For more information, call the announcement line at (510)549-2684, ext. 8. You can also fax us at (510)849-9026 or write us at 1442A Walnut St. #62, Berkeley, CA 94709-1496. Join us!

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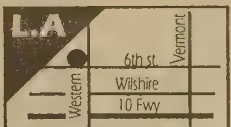

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INTERNET • BY JOHN S. QUARTERMAN

Can You Help Me With My Computer?

GUIs, Platform Wars, Myths Of User-Friendliness, Etc.

Usually I write about some combination of the Internet, politics, or UNIX. But I've been asked one question so many times I'm finally going to write about it. The question is:

“Can you help me with my computer?”

You can probably tell right away by the way the question is phrased that it's about a PC running Windows. Anyone with any other kind of computer or operating system would say what kind—whether Mac, UNIX, VMS, Multics, or whatever, running on a Cray, Alpha, Sparc, Imsai, or whatnot.

I answer, “I don't use Windows.” It never does me any good to say that.

“But can you help me with my computer?” repeats the friend, relative, acquaintance, random passerby, whoever. No matter who, it almost never sinks in that there is any other kind of computer. Any hint that I have anything to do with computers, and here we go. I can even explain in detail that I use UNIX, I don't use Windows, I don't like Windows, I don't know anything about Windows, but still, there it is again:

“I'm sure can you help me with my computer!”

The Problem

So what is it all these people want help with, anyway? Using Windows 95 or fixing problems with it.

A nurse claims she “caused a bug in the memory system” by downloading a new copy of Internet Explorer. She's waiting for her friend the computer expert to come by and fix it.

A couple I know spent $1500 (a sizable sum for them) on a computer so their children could use it for game and educational purposes and so they could use the Internet. It's been out of commission about half the time since. Why? Because they keep picking up inexpensive software and loading it onto the computer. Why doesn't that work? Because much of it is Windows 3.1 software; that's why it's so inexpensive. It will load on Windows 95, but in doing so it overwrites various system files in an incompatible way and trashes the operating system. Why don't they notice? Well, it says “Windows” right on the package! Can they fix it? They never have. They have an in-law come over and fix it for them every time.

People use Windows 95 because it's on their computers. Microsoft has successfully created a self-perpetuating monopoly.

I had an uncle who bought a computer and was livid when he discovered he had to buy software for it, too. Really mad. Thought he'd been cheated. The public nowadays mostly knows computers need software, but it's still too much to expect the average computer buyer to notice whether a package of software labelled “Windows” says “95” or “3.1.”

A retired schoolteacher has a relatively new computer (bought last year) and she uses it mostly for electronic mail. She keeps losing letters as she composes them. She'll minimize the window and then doesn't recognize the tiny minimized icon as anything related. You can point this out to her, maximize it, and then she'll get all excited that she's found her message and she forgets to remember how the message was found. Every time she has to get somebody to find it for her.

A horse trainer got a new computer. She didn't have a lot of trouble setting it up, or getting connected to the Internet, although she did have to have a friend come over and help her. The Internet connection part did require three pages of instructions. This has to do with tarzanning among the several directories that contain the various pieces of software (modem, TCP/IP, DNS, mail) that are needed to arrange to send mail through a dial-up IP connection. Fortunately, the local ISP had those already printed out for her. Everything seemed OK.

But after the first successful mail message she sent, nobody heard anything more from her. I finally called her up after several days. She said she was getting everybody's messages fine. She had also been answering them and composing new messages to send. She had been successfully dialing up the ISP; obviously, since

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she was receiving other people's messages. What was wrong? Half an hour with the ISP walking her through the necessary steps found the problem. She had not pressed the Send button on the mail screen before dialing up the ISP.

Speaking of tarzanning, what exactly is the distinction between my computer and startup, anyway? Almost anything can be found either way, although it's usually faster to use Find.

One university I happen to be familiar with has a whole technical group in the computing center devoted to fixing Windows 95 problems. This almost always consists of reloading W95 from a CD/ROM. These people are paid about $45,000 a year each to reload the same software from a CD/ROM several times a day.

How Can This Be?

Many people say the reason Windows95 is the most popular operating system on the face of the planet is because its graphical user interface (GUI) is so easy to learn, because it's graphical and intuitive, and all programs adhere to a rigorously consistent set of user interface conventions.

The supposedly intuitive GUI isn't. The supposedly obvious icons aren't. The supposedly rigorously consistent programs aren't. It breaks all the time. It requires experts to fix it. No one but technical people ever figure out what's wrong from the manual or from the online help systems.

Okay, there is one other exception. Children have no great difficulty learning Windows. But of course children have no great difficulty learning UNIX, either. That's what children do all day, after all: learn new things. They're used to it, and they have a pool of friends their age to ask questions.

Now in my wife's house (we live in different states and commute; long story), the children have a choice of UNIX or Windows 95. They use Windows 95 for games and Word. They have no problem using UNIX for everything else, especially electronic mail, Web browsing, and other Internet uses.

The GUI Religion

One of the big advantages of Windows 95 is supposedly that it has a GUI, and GUIs are supposed to be inherently easier to use.

In my office, we mostly use UNIX, because we're trying to get work done involving the Internet. I find it takes no longer to take someone off the street and train them to use enough UNIX commands to get the job done than it does to teach a new Windows 95 user enough to reliably send and receive mail and to handle simple filing operations. For example, there is, in my experience, zero difference in the learning time between Pine with its textual menus on UNIX and any GUI mail program on any platform. And Pine has better error handling.

People who have used Microsoft products for a long time find this hard to believe. They have no trouble using Windows, they say. And probably they don't, because they've learned each new idiosyncrasy of each new release from DOS

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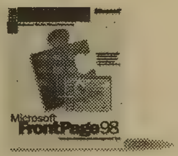

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on as it appeared. The power of familiarity cannot be overestimated.

As an extreme example, consider telephone numbers. Essentially arbitrary sequences of 7, 10, or even more digits! How much worse could a user interface possibly be? Yet nobody notices that much, because we've all become familiar with it.

Familiarity wars used to occur with TOPS-20 vs. UNIX. This was with two command line interfaces that Windows users would probably find indistinguishable without learning each of them. And even between TOPS-20 and VMS, even though VMS's command language was basically a subset of that of TOPS-20. People liked what they were familiar with. They didn't want to learn anything else. They didn't understand why anyone would want to learn anything else, or why anyone would have any trouble with their favorite interface.

In fact, a lot of people have a lot of trouble with Windows. Experienced users get used to it, including getting used to having problems. New users aren't familiar with it, and experience frequent problems as problems.

So Why Is Windows So Popular?

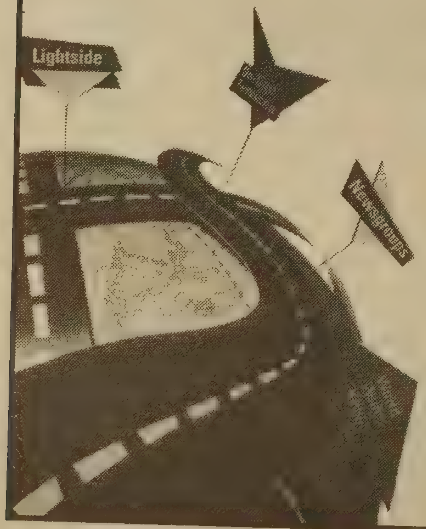
If all that is true, why is Windows so popular, anyway? As anybody who is familiar with the history of computing is aware, Microsoft only adopted GUIs because Apple had demonstrated that the Macintosh with its GUI could maintain a significant market share even in the face of Microsoft's marketing might. The original Windows GUI was a clumsy knockoff of the Mac GUI, deliberately modified to be just enough different to avoid legal problems. Windows 95 is a slightly more consistent rehash.

Windows didn't cause Microsoft's market dominance. Microsoft adopted Windows to help maintain its already overwhelming market lead.

Most Windows 95 users are not familiar with this history, of course, because most of them have only been using computers for a couple of years.

So why is Windows so popular? Because Microsoft has managed to convince practically every manufacturer of any computer sold into the mass market to ship the computer with Windows installed. It has nothing to do with

Children have no great difficulty learning Windows. But of course children have no great difficulty learning UNIX, either. That's what children do all day, after all: Learn new things. They're used to it, and they have a pool of friends their age to ask questions.



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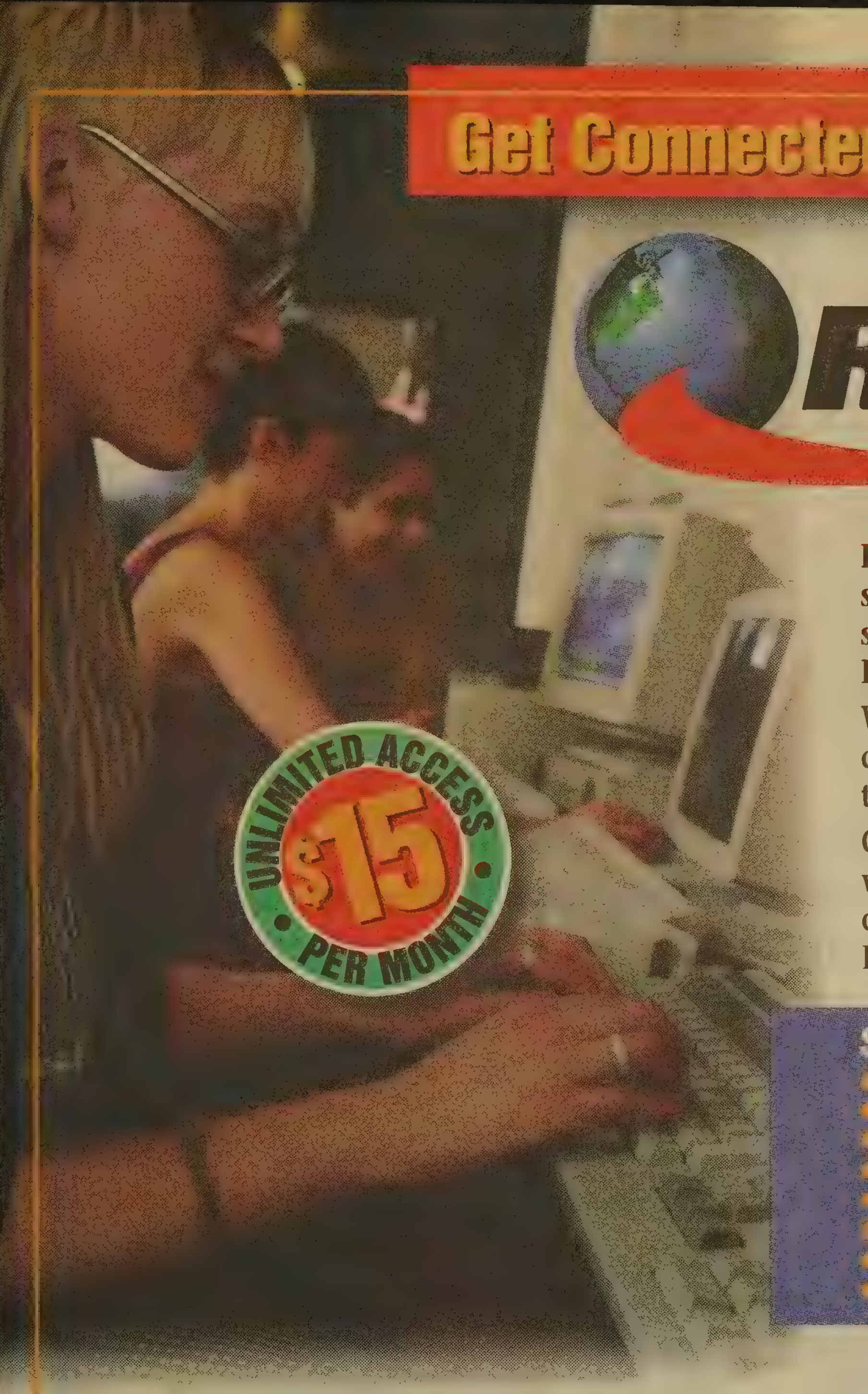

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intuitive user interfaces, design philosophy, or quality of software. If Windows had any real competition, its quality would improve or Microsoft's market share would decrease, because people wouldn't put up with the current shoddy state of Microsoft's software.

Others say Windows is so popular because it has so many applications. That's putting the cart before the horse. Windows has so many applications because so many people use it: The application designers want to leverage their efforts by putting their software on the most popular platform. Sure, there's feedback in the other direction. But it's just not true that Windows became popular because of the applications.

Besides, what applications do most of these people want to use? Two things, mostly: games, or the Internet. Most games, for sure, run mostly under Windows 95. But the Internet is accessible from just about any known computer platform.

Yes, people also use PCs for accounting, and word processing, and other similar office work. But you can get all those programs or others like them for Macintoshes or UNIX.

People use Windows 95 because it's on their computers. Microsoft has successfully created a self-perpetuating monopoly.

Conclusion

I know some readers will chastise me for going by anecdotal evidence. It's interesting how no one wants to accept anecdotal evidence unless it agrees with their opinion. But, yes, anecdotal evidence is not enough to prove a phenomenon.

However, the kinds of problems I have described here are so widely reported, and there are so many people who make a living by fixing them over and over for users, that I think there is a real phenomenon here.

Next time I buy anybody a computer, I'm putting Linux or BSDI or Solaris or some other version of UNIX on it. Maybe I'll leave a disk partition for W95 so people can play games. Or not. ■

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> ***As anybody who is familiar with the history of computing is aware, Microsoft only adopted GUIs because Apple had demonstrated that the Macintosh with its GUI could maintain a significant market share even in the face of Microsoft's marketing might.***

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ONLINE SERVICES • BY BILL GRAM-REEFER

AOL Gears For New Competition

Version 4.0 Improvements Are On The Horizon

America Online (AOL) shareholders cheered as that company's stock (NYSE:AOL) returned to a $100+ price per share in February. But for many long-term holders of AOL, it was more a sigh of relief, since last year the stock had fallen to a low of around $40. So for many investors the news was a financial wash, a return to normality—and perhaps a sign that the online giant with over ten million subscribers is poised to continue growth in the face of new competition.

More recently, AOL announced a stock split to make its offering even more attractive to another round of consumer capital. And they'd better rake in the dough for expansion now.

Formidable Competition

For on the horizon comes news that Yahoo and even Microsoft are floating plans to get into the online service game, too. Yahoo is talking about launching its own service, to be named later, that would be a first-stop portal to its own directory service and other content. The kids in Redmond hope to carve out some entry-level portal space for themselves with Microsoft Start, scheduled for possible release later in the summer.

Microsoft's idea of a "preferred portal" will feature Web-search capabilities developed by Inktomi, free email from recently acquired Hotmail, and software that lets users personalize data captured from the system's wide range of specialized databases. Microsoft Start will be a free service available to anyone with Internet access. Microsoft also hopes to use Microsoft Start as the introductory page to its own, existing MSN online service.

The idea, of course, is to make your site the gateway to the rest of the Internet, hoping that millions of users pass your way every day, generating mucho advertising dollars. Everybody's doin' it: Yahoo, Netscape, Microsoft.

No wonder AOL is busy upgrading its service and profits as it gears up for a new round of competition from these new competitors, as well as from some 4,400 Internet Service Providers (ISPs) including PacBell, Bell Atlantic, ATT Worldnet, and Netcom, on down to the hundreds of regional, local, and mom-and-pop providers that also hope to squeeze every added-value dollar out of subscribers who use local or national Internet access networks other than AOL's. It's a business.

The most obvious move by AOL you'll notice in April is a two-dollar increase to $21.95 as the monthly subscription price for unlimited use of AOL. The increased revenues are earmarked for investment in upgrading the system and service. This follows a $700 million investment last year used to beef up the world's largest dial-up network, and adding more than 1,000 customer service reps, and the development of AOL 4.0 software that should be ready pretty soon now.

> AOL announced a stock split to make its offering even more attractive to another round of consumer capital. And they'd better rake in the dough for expansion now; on the horizon comes news that Yahoo and even Microsoft are floating plans to get into the online service game, too.

According to Steve Case, chairman and chief executive officer of AOL, "members spend, on average, more than 23 hours a month online compared with just 7 hours before unlimited use pricing was introduced. In the last year alone, Web hits by AOL members have quadrupled to 700 million daily, and the number of email messages has more than tripled to 22 million each day."

And because it's so busy, Case explains that, "Each additional minute our members spend online adds to our cost of delivering unlimited use service. Revenues from advertising, commerce and other sources continue to grow as anticipated, but they are not yet able to cover the growth in member usage. The price increase will help cover these costs and fund continued investments in network access, customer support, programming and technological innovation."

In addition to the increased buy-in for the unlimited service pricing plan, AOL will continue to offer its existing alternative pricing plans, including the "Bring-Your-Own-Access" rate of $9.95 monthly, which offers unlimited use of AOL members who already have an Internet connection; and the "Light Usage" plan of $4.95 monthly for the first three hours of use, with each additional hour costing $2.50.

AOL's Mail Improvements

Another obvious effort coming from AOL to upgrade your online experience includes several key improvements to its email environment.

continued on page 173

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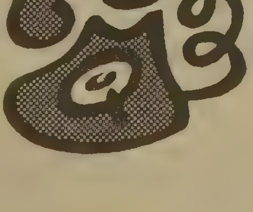

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Online Services *continued from page 170*

AOL's expanded Mail Controls include improved filtering tools that enable users to block junk mail from specific Internet addresses. Members will be able to choose to receive email from other AOL members only, or other AOL members and specific Internet addresses, including other online services and Internet sources. Parents can already approve or deny email recipients and sender lists for their children who use the service in the Keyword: Parental Controls setup area.

If you want to learn more about the Spam problem on AOL, go to the Keyword: Junk Mail. This site contains valuable tips on how to fight against unwanted email, FAQs with answers to questions about junk mail; information on how spammers acquire AOL screen names; and suggestions on how AOL members can forward junk mail they receive to the proper AOL mail police for review. Then AOL can investigate the source and block the originating domains. A lot of users feel that if this spam business alone can be cleaned up, AOL will become an even nicer place to be online without regard to any other technological innovations in the offing.

In this vein, AOL has pursued aggressive legal action against spammers such as Air Equipment (porn) and Prime Data Systems (get-rich-quick). Both companies have sent millions of unsolicited junk emails to AOL members, using falsified transmission data intended to defeat AOL's filters. In the Air Equipment case, AOL won a court order barring Air from sending unsolicited email to AOL members. Air dropped its challenge to the order barring it from spamming and agreed to pay AOL damages. Case precedent in tow, AOL has gone after other spammers and porn peddlers. The spammers AOL seeks an injunction against are IMS of Knoxville, Tennessee, Gulf Coast Marketing of Baton Rouge, Louisiana, and TSF Marketing and TSF Industries of Riverside, California.

According to this round of anti-spam, AOL claims the three companies have sent AOL members tens of thousands of unsolicited messages. Despite its cease and desist request, the companies continued to send unwanted mail using techniques designed to evade AOL's spam filters, including spoofing "aol.com" within their messages so the spam appears to have originated from within AOL. In this new round of charges, AOL is trying to show increased damages to itself by demonstrating that such spoofing creates a misperception that AOL condones or even permits the practice of sending spam. AOL also contends in its suit that TSF Marketing and TSF Industries have violated the Computer Fraud and Abuse Act in their harvesting of AOL Screen names.

On the anti-porn front, AOL has gone after LCGM, Inc. and Web Promo, both run by the same individuals and located in Madison Heights, MI. In its suit, AOL charges that the two companies violated state and federal laws by repeatedly spamming AOL members with advertisements from a host of domains including "live-video-sex.com," "pornjunkie.com," "hot-sex.com," and, among others, "xxxratedsex.com." In this suit AOL alleges that the companies forged the "aol.com" reference. Not only is AOL going after spoofers, but in this case it is also targeting the practice of including hypertext links to pornographic Web sites in junk email and then indiscriminately sending the spam to AOL members regardless of age, providing, in many cases, direct access to pornographic Web sites to thousands of minors daily. There are words for this kind of sleaze but they can't be printed

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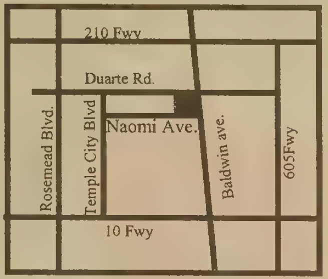

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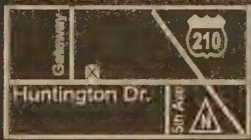

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Online Services *continued...*

here, nor would the Free Speech crowd enjoy the suggestion of castration as a remedy.

On the look and feel front, AOL continues to upgrade its system in anticipation of the forthcoming AOL 4.0 client interface. Late in 1997, AOL already put the process in motion with the Channel approach that AOL users now are familiar with. The channels group various interests together so that users have one splash page and easier navigation to multiple sites and off-shore surfing. Categories include the usual suspects: sports, travel, apparel; a new teen section was added in January. The channels are also dynamic in that a portion of the screen is given over to changing messages concerning events, feature tags, slide shows, graphics, and a few ads. The AOL Today area gives members tips on what's available around the clock on AOL. There's a Best-Of listing on each channel, a newsletter for that area and an introductory slide show for each grouping to help you figure out how to use it and what's there that may interest you. In all, the channel approach simply makes getting around AOL faster and easier.

New Software

AOL 4.0 for Windows and Mac OS is coming along nicely. I haven't previewed it myself so I won't bother you with reviewer guide notes. But I have heard from several testers that the ability to change your screen name while online and without having to log on again is a sweet timesaver for those that want to be able to change from perhaps a daytime screen name for business to a more relaxed avatar for after-hours chat rooms.

AOL is also extending its presence out into the non-AOL portion of the Internet by making its AOL Instant Messenger real-time instant messaging service available to users of Qualcomm's ubiquitous email client Eudora. Since its inception, Instant Messaging and Buddy lists have been a growing hit for AOL members (160 million Instant Messages sent per day on AOL alone). Now that capability is extended to the rest of the net. Starting with version 4.0, Eudora will come bundled with a co-branded version of AOL Instant Messenger, which includes AOL's Buddy List functionality.

AOL's Instant Messenger allows Internet users to send and receive private text messages from friends, family and business colleagues, and also lets users know when other registered AOL Instant Messenger users are online, making it possible to communicate. In addition to Eudora, Instant Messaging support has also been lined up between AOL and Lotus Notes and Netscape in separate deals. This means Instant Messenger partnerships give AOL the potential to reach, in some ways, as many as 60 million Internet users worldwide. Small world. ■

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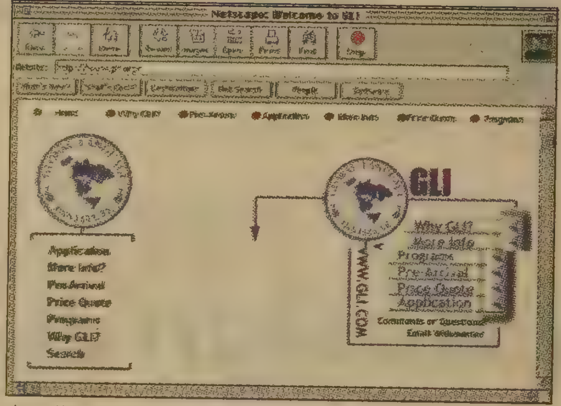

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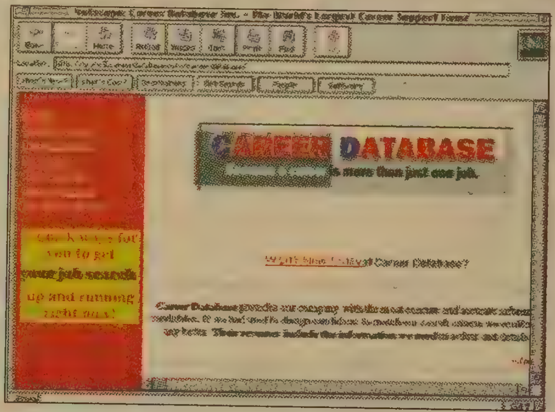

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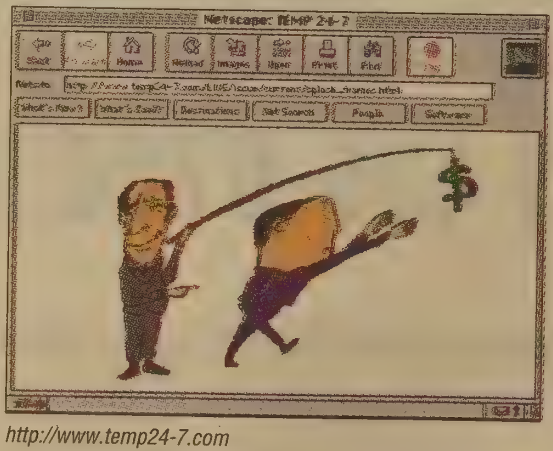

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Macompass *http://www.macompass.com* The definitive guide for MacOS users. [Exp. #177.]

MailJail *http://mailjail.com* MailJail is an advanced email filtering system for Outlook and Eudora users. [Exp. #178.]

Mediavision Services *http://www.mediavision- services.co.uk/lcd/lcd.htm* LCD projectors. [Exp. #178.]

MFC Programmer's Source-Book *http://www.codeguru.com* An excellent online resource for Windows and Visual C++ programmers with lots of source code. [Exp. #177.]

MicroPoint Mouse *http://www.altra.com* MicroPoint Mouse for the PC and Mac. [Exp. #178.]

Personalized Computer Services, Inc. *http://www.pcservicesinc.com* Custom-built computers and upgrade center. [Exp. #177.]

Phoenix Techni-Graphics *http://www.newwaveis.com/phoenix* Services, hardware, and software for hybrid CAD drafting and document management. [Exp. #177.]

Proline Data Systems, Inc. *http://www.prolinedata.com* PC/networking sales and service. [Exp. #178.]

PSC Distributors *http://www.pscdistributors.com* Distributors of computers and components. [Exp. #177.]

Scanwell Home Page *http://www.scanwell.com* [Exp. #178.]

Sea Breeze Computers *http://www.seabreezecomputers.com* Computers sales and service for Watsonville and Santa Cruz area. [Exp. #179.]

Single Source Information Technology Solutions *http://www.isgcorp.com* Specializing in client/server accounting, distribution, and manufacturing software systems. [Exp. #177.]

Software World, Internet Superstore *http://www.softwareworld.com* Guaranteed unbeatable prices on software, hardware, and accessories. [Exp. #177.]

Spectrum Studios *http://207.234.208.99* Online shopping, services, Web design, CD duplicating. [Exp. #178.]

TextCenter *http://www.textcenter.com* Software for printed and electronic forms. [Exp. #178.]

Willkommen bei K&M Elektronik *http://www.km-elektronik.de* Online shopping for computer hardware. [Exp. #178.]

Xtsoft Tool Boxes *http://www.xtsoft.com* System software for SQLDS, DB2/VM. DB2/VSE. [Exp. #178.]

WEB/INTERNET SERVICES

Ability Internet Resource & Web Directory Site *http://www.ability.org* [Exp. #177.]

Ad Forsight *http://www.adforsight.com* An Internet consulting and Web development company. [Exp. #178.]

All4one Submission Machine *http://www.all4one.com/all4submit* One click URL submission to six major search engines in under 30 seconds. [Exp. #177.]

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T-650CT* P133, 16/1.4GB, 10.4" TFT Subnotebook __ $995*
T-440CDX* P133MX, 16/1.34GB, 10xCD 12.1" FSTN $995*
T-445CDT* P133MX, 16/1.34GB, 10xCD 12.1" TFT $1395*
T-510CDT* P133, 16/2.1GB, 10xCD, Fax, 12.1" TFT $1445*
T-660CDT* P150, 16/1.3GB, 10xCD11.3" TFT __ $1545*
740CDT* P166MMX, 16/3.2GB, CD, Fax, 13.3" TFT $1995*
750CDT* P233MMX, 32/5GB, CD 13.3" TFT ____ $3395*

Port Replicators
PA2703U for 3400/3600/PA2717U NoteDock III ____ $145/379
PA2710UX DeskStation V+ New/Refurb ____ $795/575*

COMPAQ

Armada 7790DMT
P233MMX, 13.3" TFT
32-5GB/CD $3695

Armada 7770DMT
P233MMX, 12.1" TFT
32/3GB/CD $2995

Armada 4100 Series
Mobile Expansion
8XCD-ROM __ $125

Armada 7750MT P166MMX 16-2.1, 12.1" TFT ____ $2295
Armada 7330T P150MMX 16-2.1, 12.1" TFT ____ $1375
Armada 4131T P133 16-1.4, 8xCD, 12.1" TFT ____ $1295
Armada 1590DMT P166MMX 16-2.1, 20xCD, 12.1"TFT $2395
Presario 1620 P166MMX 16-2.1, 20xCD, 12.1" DSTN _ $1895
Presario 1080 P166MMX 16-1.4, 10xCD, 12.1" TFT __ $1549
LTE Elite 4/75CX* 8-500 10.4" TFT ____ $595*

IBM ThinkPads

ThinkPad 560
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TP 380ED P166MMX 16-3GB, 20xCD, 12.1" TFT __ $2195
TP 380ED P166MMX 16-2.1GB, 20xCD, 12.1" DSTN $1595
TP 380D P150 16-1.35GB, 8xCD, 12.1" DSTN __ $2195
TP 770 P233MMX 32-5GB, 14.1" TFT ____ $4595
TP 770 P200MMX 32-2GB, 13.3" TFT ____ $3295
TP all models in stock. Best Price! ____ CALL

IRIS Laptop P150 16-1GB, 8x CD, 11.3" TFT Active ____ $1195

XEROX DocuPrint Printers
4508 8ppm, 600dpi, 2MB RAM ____ $585
4512/4512N 12ppm, 600dpi, 4MB RAM ____ $899/1125
4517/4517MP 17ppm, 1200dpi ____ $969/1295
N24 24ppm, 600dpi, 12MB RAM, prints 11x17" $2295
C55 Color Laser 12ppm, 600dpi, 30MB RAM __ $2895
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80/5GB $1199

Extensa 900T P133 16-1.3GB, 11.3" TFT, 4.8Lbs. ____ $995
Extensa 390 P166 MMX 16-2GB, 20xCD, 12.1" DSTN $1395
Extensa ESS3 P150 16-1.4GB, 10xCD, 11.3" TFT ____ $1149

Apple

LaserWriter 16/600PS* MAC & PC
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PB. 1400C 603e/166MHz
16/2GB, CD $1695
PB. 2400C 603e/180MHz
16/1.3GB $1745

PowerBook G3/300 ____ Call
PowerBook G3/250 32-5GB, 20xCD ____ $3945
PowerBook 3400c/240 16-3GB, CD ____ $2995
PowerBook 3400c/200 16-2GB, CD ____ $2495
PowerBook 1400cs/166 16-1.3GB, CD ____ $1565
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Online Guide

Web Page Listings *continued...*

Ad Forsight *http://www.adforsight.com* An Internet consulting and Web development company. [Exp. #178.]

All4one Submission Machine *http://www.all4one.com/all4submit* One click URL submission to six major search engines in under 30 seconds. [Exp. #177.]

Alley Chat *http://www.freeyellow.com/members2/alleychat/index.html* The most popular chat room on the Internet. [Exp. #178.]

AMULET Consulting *http://www.amuletc.com* We integrate Web site design with database software development; check out our vast range of services. [Exp. #177.]

Armasoft Web Design *http://www.armasoft.com* Web design and hosting. [Exp. #179.]

AXIS Partners *http://www.axispartners.com* Specializing in Web design, site architecture and navigation, content targeting, and intranet deployment. [Exp. #179.]

Basic HTML Tags *http://www.geocities.com/Athens/Acropolis/5969/index.html* Calkid's University, offering lessons on HTML. [Exp. #177.]

Black Kat Design Group *http://www.black-kat.com* Black Kat Design Group creates extraordinarily beautiful and unique Web sites and offers hosting and maintenance. [Exp. #177.]

BSC-Net *http://www.bscn.com* ISP—low rates for all your Internet needs. [Exp. #178.]

Business Mall *http://www.webbusiness.com* Free Web page with hosting, $13.50/month. Internet advertising services. [Exp. #179.]

CompuAll Internet Services *http://www.compuall.net* Professional Web site programming and design from $45 per page. Hosting and dial-up from $9 per month. [Exp. #177.]

Creative Computer Solutions *http://www.hooked.net/~davemark/mactech.html* Web design for small businesses, schools, and individuals. Macintosh tech support and training also available. [Exp. #177.]

Dana Point Communications *http://www.beach.net* A network systems integrator specializing in designing custom business applications for Internet and intranets. [Exp. #177.]

Datability Web Presence Provider *http://www.datability.com* A full service Web presence and design provider. [Exp. #177.]

deBarcode *http://www.deBarcode.com* deBarcode helps you to locate a company's Web site if you know its U.P.C. barcode. [Exp. #177.]

DG Publishing Online *http://www.dgpublishing.com* Free Web site promotion software. Automatically submit your URL to over 400 search engines. [Exp. #179.]

Digital Systems Design *http://www.dsysd.com* Web site design services: Web database publishing, online commerce, search engine registration, and animation. [Exp. #177.]

EdgeWorld Internet Services *http://www.edgeworld.com* Wanna Web site? Affordable design and marketing. Hosting for under $5/month. [Exp. #178.]

Free Basic Business Listings *http://www.worldprofit.com/bzmall/bzgonzalez.htm* Internet advertising. [Exp. #177.]

FreeCode *http://www.freecode.com* FreeCode archives the source code for over 300 Windows- and UNIX-compatible Web applications written in C/C++, Java, Perl, or Visual Basic. [Exp. #177.]

French Kiss *http://www.anes.com/FrenchKiss* This Web site provides people with a nice Java chat client. You can also set-up your own chat room by inserting the French Kiss applet on your Web site—for free. [Exp. #177.]

The Georgia Connection! *http://www.gaconnection.com* Web hosting, development, and advertising as low as $8.95 a month. [Exp. #177.]

Gizmo Beach Web Design *http://www.gizmobeach.com/* A Web design company that specializes in dhtml, databases, and custom programming. [Exp. #179.]

HieroWeb Interactive *http://www.hiero.com/* HieroWeb Interactive develops, creates, and maintains sites on the Internet. [Exp. #179.]

High Tech Web Hosting Services *http://tophost.net* 250Mb Web hosting. Yourname.com starting at $9.95. [Exp. #178.]

Human Ingenuity Industries *http://www.ingenuity.net* Turnkey solution provider: Web design, consulting, hosting, networking systems, and parts. We take you each step of the way. [Exp. #177.]

I-Browse, Inc. *http://www.i-brow.com* Full-service Web site development and marketing that put your business ahead of the competition. [Exp. #177.]

IBM's Ultimate Resource for Java Developers *http://www.ibm.com/java* [Exp. #178.]

InfoPoint, Inc. *http://www.infopoint.com* Web Presence Provider. [Exp. #178.]

Inside Java *http://www.inside-java.com* Inside Java provides a showcase of the latest Java topics with advanced Java examples, tutorials and a forum. [Exp. #177.]

Internet Hackers Cave *http://members.tripod.com/~me_myself_i/index.html* Hackers tools, music stuff, free email, free Web sites. [Exp. #178.]

Internet Presentations *http://www.ipresent.com/clients.htm* Web design, Internet/intranets, secured sites, and audio/video streaming. [Exp. #177.]

Marketing Help For The New Internet Entrepreneur *http://www.apexinform.com* We have business services, opportunities, and free articles. [Exp. #178.]

MLM.COM *http://www.mlm.com* Network marketing (MLM), news, and information. [Exp. #178.]

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Web Page Listings *continued...*

Money Search *http://www.moneysearch.com* A leading business and investment directory features an entirely new way to shop online. [Exp. #177.]

The MonkeyPool *http://www.monkeypool.com* We're a team of experienced Internet writers and editors who provide comprehensive content solutions for corporate Web sites. [Exp. #177.]

National Direct Internet Yellow Pages *http://www.ndiyp.com* Search for local and national businesses. Easy to use and in familiar style. Get a free business listing. [Exp. #179.]

No-Nonsense Email *http://www.ynnmail.com* Free secured email and secured data vault service. [Exp. #177.]

Nucleus Information Systems *http://www.nis-inc.com* Internet commerce software and services. [Exp. #178.]

Octadrive Production *http://www.octadrive.com* [Exp. #179.]

Omega Digital Media's Home Page *http://www.omegadm.co.uk* An Internet/intranet multimedia consulting company. [Exp. #178.]

Outta Site Web Design *http://www.drjack.com/outta_site* Creative Web page design and consultation. Large graphics and animation library. Great prices. [Exp. #179.]

P-Net *http://www.p-net.com/* P-Net offers complete design, service, and support for your Web pages, including HTML coding, CGI scripting, and scanning. [Exp. #177.]

Paradigm Exchange *http://www.tpex.com* Learn how the Paradigm Exchange is leading the world onto the Internet. [Exp. #177.]

Paradomain Corp. *http://www.pdc.net* Providing Internet services since 1993: 56Kflex access, 50MB Web sites $29.95. Covering all of Southern CA. [Exp. #177.]

Ralenti Quickfind Building Product Information *http://www.ralenti.co.nz* Specializes in Web site design for the building Industry. [Exp. #177.]

Sponsor Town *http://www.hypermart.net/sponsortown/main.htm* Free Internet service: listing of free home pages, shell accounts, counters, and sponsors. [Exp. #177.]

Start Your Own ISP! *http://www2.apc.net/apcdocs/virtuali.htm* All-in-one hardware solution to get you started on your way to creating a lucrative Internet business! Easy and affordable! [Exp. #177.]

SurfIndia *http://www.surfindia.com* The most comprehensive Web service on India. [Exp. #177.]

Time Sheet *http://www.huffman.to/software/timesheet* Time Sheet is a dynamic HTML form used by employees for entering, calculating, and submitting hourly work records. [Exp. #177.]

Tuitionsoft *http://www.tuitionsoft.com* We are multimedia and Web site developers. [Exp. #178.]

Ultra-WebTools *http://www.ultra-webtools.com/* Free manuals on Internet topics, as well as remote CGI script hosting and other resources for Web authors and browsers. [Exp. #177.]

Virtual Spaces Web Hosting *http://www.virtual-spaces.com* A low cost Web hosting company offering many pre-configured scripts free. [Exp. #178.]

Virtualis Systems Web Servers *http://www.virtualisys.com/vr/mjuneau/* Purchase virtual server space with your own domain name for less. [Exp. #177.]

Web Edge *http://www.webedge1.com* Web page builders and hosting. [Exp. #179.]

Web Page Design *http://www.tnapowerteam.com/webmaster/design.htm* Web page design service. [Exp. #177.]

Web Precision *http://www.webprecision.com* Offering Web design and hosting, custom HTML, CGI, Java, graphics, and more. All customers get free marketing info. [Exp. #179.]

Web Site Garage Web Site Analysis *http://www.websitegarage.com* Check HTML, META tags, spelling, design, download, and links. Improve ranking on search engines. [Exp. #177.]

Web4All *http://www.web4all.it* [Exp. #178.]

WM Central *http://www.wmcentral.com* Download the latest Web news, articles on webmaster-related topics, tools, books, dhtml resources, and a free monthly newsletter. [Exp. #178.]

WOLNET *http://wolnet.com* Complete Internet Service Providers. [Exp. #178.]

Wrox Ultimate HTML Reference Database *http://www.rapid.wrox.com/html4db* Covering all the HTML tags and attributes, together with descriptions, permissible values, and the equivalent CSS properties. [Exp. #177.]

ZapMap *http://www.zapmap.com* Interactive, vector-based geographic hotspot directory of Web sites in Silicon Valley, written in Java. [Exp. #177.]

EMPLOYMENT/ EDUCATION

Alianza *http://www.alianza.org/* Hispanic job posting and job search as well as resume posting and resume search services. [Exp. #177.]

Ascolta Training Co. *http://www.ascoltatraining.com* Authorized training for Cisco, Microsoft, and Netscape. Validated Internet/intranet fundamental course. Convenient Bay Area and So. Cal. locations. [Exp. #179.]

Benjamin Franklin Institute Of Global Education *http:// www.bfranklin.edu* Dedicated to lifelong learning opportunities, weather through traditional school divisions (K-12, college, and university), or through on-the-job training. [Exp. #179.]

California Contractors Exam Preparation School *http://www.contractorschool.com* [Exp. #179.]

Career Database, Inc. *http://www.careerdatabase.com* Celebrating our 10th year as the world's only formalized database matching an individual's employment history to company and recruiter's search criteria. [Exp. #177.]

Digital Station *http://www.digitalstation.com* Covering computer and Internet-related employment, events, and news in the San Francisco Bay Area. [Exp. #177.]

Encyclopedia Britannica's Guide To Black History *http://blackhistory.eb.com* [Exp. #179.]

Global Language Institute *http://www.gli.org* Teaching English from students to business executives. [Exp. #178.]

Graduate Ranking *http://www.usnews.com/usnews/edu/beyond/bcrank.htm* US News & World Reports graduate school ranking site. [Exp. #179.]

Internettskole II *http://stavanger-aftenblad.no/leif/skole.cgi* Elementary html-school (in Norwegian). [Exp. #178.]

John Cabot University *http://www.johncabot.edu* Offering study abroad programs and conferring Bachelor's degrees in Art History, Business Admin., Political Science, and English Lit. [Exp. #177.]

Martin Luther King Jr. Papers At Stanford *http://www.leland.stanford.edu/group/King* [Exp. #179.]

MBA Central *http://www.mbacentral.com* Leading MBA recruiting service. [Exp. #178.]

Mr. Brain Tutor *http://members.tripod.com/~russmccor/tutor.htm* Live teachers online: tutoring in mathematics, English, computer programming, history, writing, etc. [Exp. #177.]

PC Pros Information Staffing *http://www.pcprosla.com* The computer employment experts. Technical graphics, digital new media, and administrative positions available. [Exp. #179.]

Online Guide

Web Page Listings *continued...*

People Link's New World Village *http://www.people-link.com* People-Link, in partnership with Michael Albert, announces a new, progressive, online school, the Learning OnLine University. [Exp. #179.]

Prairie Resource Group, Inc. *http://www.prgchicago.com* Prairie Resource Group, Inc. modularizes the executive search process offering customized services on an hourly fee basis, with no contingencies. [Exp. #177.]

Register-It *http://www.registerit.com* Search engine registration and Web site promotion. [Exp. #177.]

Shop4Jobs *http://www.shop4jobs.com* National job listings database. [Exp. #178.]

Spanish Abroad, Inc. Home Page *http://www.spanishabroad.com/* Spanish Abroad offers Spanish immersion programs at various language schools throughout Latin America and Spain. [Exp. #178.]

Spanish for Health Professionals *http://www.significant-learning.com* CD-ROM and workbook set create a language laboratory for doctors, dentists, nurses, psychologists, social workers, and related professionals. [Exp. #178.]

Star Technology Group *http://www.startechnology.com* Search firm. [Exp. #177.]

SW Consulting, Inc. Home Page *http://www.sw-consulting.com* Providing computer consulting and permanent placement service. [Exp. #178.]

TEMP 24-7 *http://www.temp24-7.com* Dedicated to the weird world of temporary employment. [Exp. #179.]

The Tutoring Center *http://home.pacbell.net/tutcen/index.html* Tutoring in math and science for junior high to college. [Exp. #177.]

Union Job Clearinghouse *http://www.unionjobs.com* Posting the open staffing and trades positions in organized labor that are now accepting applications. [Exp. #177.]

Useful Links *http://www.yorku.ca/sts/links.html* A collection of pointers of interest to students and researchers in the field of science and technology studies [Exp. #179.]

Washler Resources *http://204.235.86.30* IT/IS candidate search. [Exp. #178.]

ORGANIZATIONS

A World For Children *http://www.awfc.org* A non-profit child placing agency and emergency shelter. [Exp. #178.]

Afro-Americ@'s Black History Museum *http://www.afroam.org/history.html* [Exp. #179.]

Alameda County Waste Management Authority *http://www.stopwaste.org* A recycling resource for Alameda County, CA and beyond, containing valuable information about recycling in and around the San Francisco Bay Area. [Exp. #177.]

Canadian Network For The Advancement of Research, Industry, And Education *http://www.canarie.ca* A not-for-profit consortium that promotes the advancement of the Information Superhighway in Canada [Exp. #178.]

Cult Awareness Resources, CARES *http://cares-cares.org* Provides information to the campus community about cult activity, including International Churches of Christ information. [Exp. #178.]

Linux Users Los Angeles (LULA) *http://www.CosmosEng.com/LULA.HTM* LULA usually meets the 3rd Thurs. of the month at Cyberjava in Venice. Everyone interested in Linux is invited. [Exp. #178.]

Los Angeles Computer Society *http://www.lacspc.org* Meets 3rd Tues. each month, Culver City High School, Frost Auditorium. [Exp. #178.]

Los Angeles Macintosh Group *http://www.lamg.org* Non-profit user group offers training programs, meetings, monthly magazine, employment, networking, and tech support. [Exp. #179.]

Lubbock Area Square And Round Dance Federation Home Page *http://www.door.net/lasrdf* [Exp. #177.]

Master Of Light Institute *http://www.geocities.com/Hollywood/Studios/8378* Enlightenment through film making as preached by Revdonaldo. [Exp. #179.]

MMTA Home Page *http://www.mmta.org* Home of the MultiMedia Telecommunications Association. [Exp. #177.]

NAACP *http://www.naacp.org* [Exp. #179.]

National Center For Employee Ownership *http://www.nceo.org/* Articles, columns, discussions, and interactive training on employee stock ownership plans, stock options, etc. [Exp. #179.]

NOCCC (North Orange County Computer Club) *http://www.noccc.org* Web page of computer user group. Meetings: 1st Sunday of the month, 9:00 am, Chapman University, 333 N. Glassell Ave., Orange. [Exp. #179.]

PC Clubhouse *http://www.pcc.org* For people interested in learning more about IBM-compatibles. [Exp. #178.]

Sea Turtle Restoration Project *http://www.earthisland.org/strp/strpindx.html* Works to protect sea turtles in ways that meet the ecological needs of the sea turtles and the local communities who share the beaches and waters with these endangered species. [Exp. #178.]

Technical & User Groups Network *http://www.tugnet.org* 24-hour bulletin board, meeting calendar, membership info., articles, reviews. [Exp. #179.]

TelEd'98 *http://teled98.openschool.bc.ca* ISTE's Seventh International Conference on Telecommunications And Multimedia In Education. [Exp. #178.]

W.E.B. DuBois Institute *http://web-dubois.fas.harvard.edu* [Exp. #179.]

GS NETWORK

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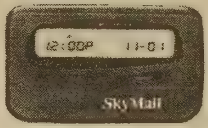

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Web Page Listings *continued...*

WillowNet *http://www.willowcreek.org* Online resource system of the Willow Creek Association. [Exp. #178.]

World Education Access *http://www.wea.net/* Nonprofit organization offering scholarship opportunities for students in the US and around the world. [Exp. #179.]

PUBLICATIONS

AVIVA: Women's World-Wide Web *http://www.aviva.org* The free women's international monthly Webzine. [Exp. #178.]

Bayani Magazine *http://home.earthlink.net/~malaya/bayani.html* An online magazine of Filipino arts and culture. [Exp. #177.]

Blithe House Quarterly *http://www.spectra.net/~aalvarez/BHQ.html* BHQ features a diversity of new short stories by emerging and established gay, lesbian and bisexual authors. [Exp. #178.]

Classified Ad Collectible Photo Guide *http://www.nwgraphics.com/collectibles* [Exp. #179.]

Earth Times *http://www.earthtimes.org* A beautiful new look enhances many new features that make The Earth Times indispensable to anyone concerned with the environment and sustainable development. [Exp. #178.]

Edward's GROWING Magic Magazine *http://members.tripod.com/~EDWARD_YAH/index.html* This site contains news, convention dates, tricks, and more. [Exp. #178.]

Envoy Magazine *http://www.envoymagazine.com* A Catholic magazine of apologetics and evangelization. [Exp. #178.]

Flamenco-world.com *http://www.flamenco-world.com* Flamenco-world is the only bilingual (Spanish/English) magazine on the Net about Spanish culture and flamenco music made in Spain, absolutely for free. [Exp. #177.]

Global Internet Directories *http://www.globaldirectories.com* World Wide Internet Yellow Pages: free classified advertising in 900 cities, Web page with every listing. [Exp. #178.]

High On Adventure *http://www.highonadventure.com* Online travel magazine devoted to the adventurous traveler. [Exp. #178.]

Jewish Heritage Online Magazine *http://www.jewishheritage.com/* This new, online magazine makes Jewish learning thoroughly accessible and enjoyable using the latest in interactive technology. [Exp. #177.]

Libby Hathorn's World *http://www.libbyhathorn.com* Prize winning author speaks about books, films, and life. [Exp. #178.]

MediaCulture Review *http://www.mediademocracy.org/MediaCultureReview* [Exp. #179.]

Mollie Katzen: Cookbooks, Recipes For Vegetarians *http://www.molliekatzen.com* [Exp. #179.]

National Enquirer Online *http://www.nationalenquirer.com* [Exp. #178.]

Netnoir *http://www.netnoir.com* [Exp. #179.]

Opamp Technical Books *http://www.opamp.com* Table of contents search. Computer, engineering, business, trade books. Over 20,000 titles. [Exp. #179.]

Paris Le Guide *http://www.parisparis.com* Online city magazine. [Exp. #178.]

Saving Money Using The Internet *http://www.nwgraphics.com/internet* This is a booklet to show you how to save money on the net. [Exp. #179.]

The Daily Star On-Line *http://dailystar.com.lb* Lebanese newspaper in English. [Exp. #179.]

The Last Katun *http://www.jps.net/redcoral/LastKPt1.html* The Last Katun, a novel of the past and the future, by John Curl. [Exp. #177.]

Watch Me *http://www.watchme.net* International online watch trade magazine. [Exp. #178.]

ODDS & ENDS

All About Pianos *http://www.tiac.net/users/pianos/index.htm* Everything you ever wanted to know about the piano! [Exp. #179.]

Awareness Holistic Books And Information Center *http://www.jps.net/aware* Holistic health, books, info, gifts, and classes in San Mateo. [Exp. #179.]

Beth Shalom Holocaust Memorial Centre *http://www.bethshalom.com* Holocaust education and memorial centre. [Exp. #178.]

California Electric And Magnetic Fields Program *http:// www.dnai.com/~emf* EMF news, reference sources, and a complete program description. [Exp. #179.]

CME Home Page *http://www.ryalsmeet.com* A comprehensive listing of national and international continuing medical education courses. [Exp. #177.]

e-Postcard *http://www.e-Postcard.com* It is time to learn about e-Postcard. No more licking envelopes and stamps. Send an e-Postcard to a friend and enter the new age of electronic. [Exp. #178.]

Iceland Sundaes *http://www.magelis.com/isundaes/* Exploration of the relation between urban design and the Web. [Exp. #178.]

Investment And Speculation Psychic *http://www.concentric.net/~L77280r/PSYCHIC.shtml* Provides a free divining of investment and speculation in the DJIA, stocks, bonds and gold. [Exp. #177.]

Laparoscopic Surgery & Reconstructive Pelvic Surgery *http://www.womenssurgerygroup.com* [Exp. #178.]

Lladro Porcelain, Spain *http://www.accessnet.es/lladro* Lladro porcelain and Swarovski crystal. [Exp. #177.]

Metalearning.com *http://www.metalearning.com* Home for ideas, inspiration, and transforming support. [Exp. #178.]

Radiant Heart Productions *http://radiantheart.com* Seminars, private sessions, and audio tapes to empower love, well-being, and spiritual growth. [Exp. #178.]

Shelter Assistance Association *http://mario.speedsoft.com/shelter/* A nonprofit corp. whose mission is to provide the communication link between recovery-based facilities and the person on the street suffering. [Exp. #177.]

Spitzer *http://www.spitzer.com* Online inventory of new and used vehicles from over 30 franchises. [Exp. #178.]

Struggling Writers Pit Stop *http://Home.earthlink.net/~kieraanne/* Place to chat and meet other writers! [Exp. #178.]

Underground Space Site *http://www.ozemail.com.au/~docsyd* Earth sheltered architecture, health buildings for the underworld. [Exp. #178.]

Writeworld *http://writeworld.com* Of interest to writers, artists, publishers, and editors. [Exp. #178.]

GOVERNMENT/ POLITICS

African-American Astronauts Recognized *http://observe.ivv.nasa.gov/nasa/ootw/1998/ootw_980211/ob980211.html* NASA's Observatorium honors the astronauts during Black History Month. [Exp. #179.]

City of Citrus Heights, CA *http://www.ci.citrus-heights.ca.us* [Exp. #179.]

NASA's Observatorium Searches For The Lost City Of Ubar *http://observe.ivv.nasa.gov/nasa/education/exhibits/ubar/ubar_0.html* See how the vanished Arabian trading center was found. [Exp. #178.]

San Diego County Democratic Party *http://www.netgaincc.com/sddemocrats/* [Exp. #179.]

ARTS

Allarts *http://www.allarts.com* Fine Art prints and reproduction sales. [Exp. #177.]

American Photographer In Spain *http://www.angelfire.com/ca/fotografo* Fine B&W photography and Spanish landscapes! 3-D and Spanish links, too. [Exp. #178.]

Art Designer And Sculptor *http://www.rhughesartdesigner.com* Sculpture, private commissions, mobiles and prints. [Exp. #177.]

Cannonball Express *http://www.canonbal.org* A video project-in-progress about urban firestorms, fire safety and environmental issues. [Exp. #178.]

PhotoSphere Images *http://www.photosphere.com* PhotoSphere offers professional, royalty-free stock images, on CD-ROM and as downloadable single images. [Exp. #179.]

Poem of the Month *http://www.writing.co.uk* Ongoing monthly poetry contest with prize and publication. [Exp. #178.]

Ted Alvy Cosmos Topper Home Page *http://pages.prodigy.com/FNJD74A* Art of '60s L.A. underground radio, rebop, beatniks, hipsters, hippies, zoot horn rollo. [Exp. #178.]

ENTERTAINMENT /LEISURE

20 Something *http://home.inreach.com/droysdon/jroysdon/20something/* Undernet—IRC for people in their twenties and looking for good clean chat. [Exp. #177.]

A Piece Of Sky *http://www.galnet.net/~whiplash/* Quotes, poetry, music. [Exp. #178.]

Acura Club *http://www.acuraclub.com* [Exp. #179.]

AddictMUD *http://www.addict.dmswebworks.com* This is the official home page of AddictMUD. A great place for new and experienced mudders alike! [Exp. #179.]

Ames Music CD's, Cassettes, And More! *http://www.AmesMusic.com* [Exp. #177.]

An American In Italy *http://www.hostetler.net/* An opinion of life in Italy plus tips on travel. [Exp. #178.]

Arcade Classic's ROM World *http://www.geocities.com/TimesSquare/Arcade/5187* Over 250 of your favorite classic arcade games free to download on your PC. [Exp. #177.]

Bimbo Toolshed Web Site *http://jackattack.com/bimbotoolshed* Cyberhome for San Francisco's greatest punk band. [Exp. #179.]

Bitter End's Homepage *http://www.thebitterend.com* A peek inside San Diego's most exciting Gaslamp Quarter bar and dance club. [Exp. #178.]

Bowling Proprietors' Association of New Jersey Centers *http://www.bowl-nj.com* Everything about bowling in New Jersey. [Exp. #178.]

Briar Rose Bed and Breakfast Inn *http://www.briar-rose.com* A Victorian B&B in San Jose, CA. [Exp. #178.]

Classical Music For Novices *http://www.angelfire.com/pa/noviceclassical* [Exp. #179.]

Cypher *http://www.epgmedia.com/cypher* [Exp. #179.]

Dee Zaster, Esq. *http://members.tripod.com/~russmccor/* Guess who just entered the race for Governor of California? Don't miss DZ's campaign to drive Pete Wilson crazy and out of office. [Exp. #179.]

Dharma The Cat's Cartoon Site *http://www2.one.net.au/~lourie* The thinking person's cartoon strip and forum. [Exp. #178.]

Dystopia Daily Cartoon *http://www.dystopiacartoons.com* Droolingly funny daily cartoons penned by a confessed mental defective. For those suffering from Far Side withdrawal, Dystopia is a cartoon methadone clinic. [Exp. #178.]

EcoChoices Community *http://www.ilovethisplace.com* Created to help personal development. Over 40 message boards, EcoHomes gallery, healthy coupons, political ballot pages, etc. [Exp. #178.]

continued on page 188

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TRIDENT 4MB AGP	$55.00
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Iomega 100MB zip int. oem.	$ 79

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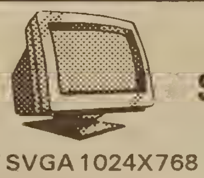

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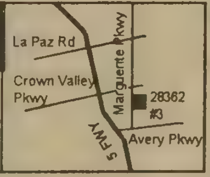

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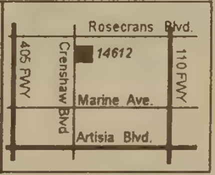

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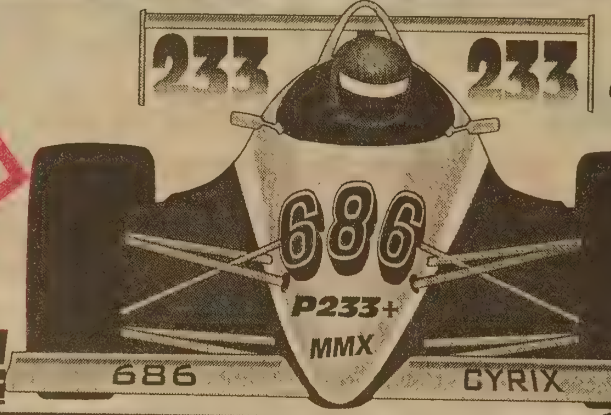

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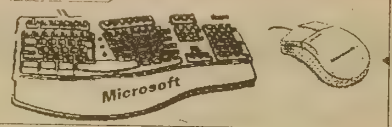

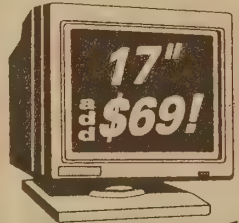

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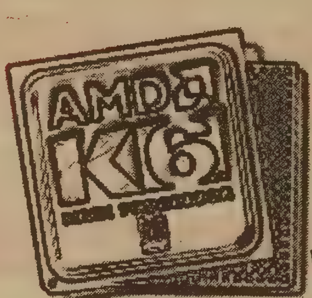

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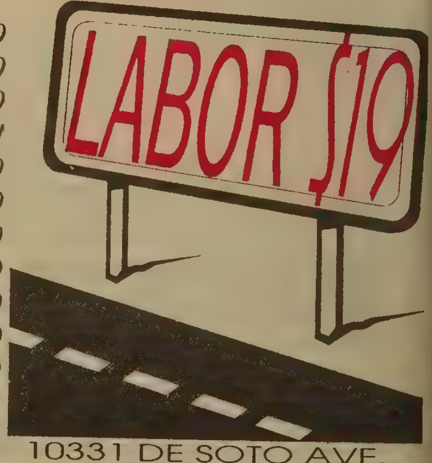

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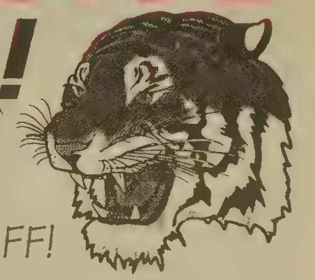

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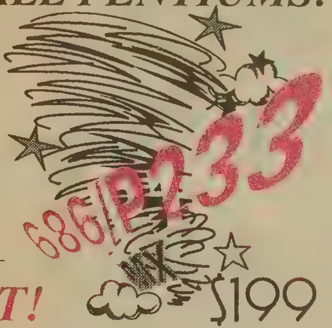
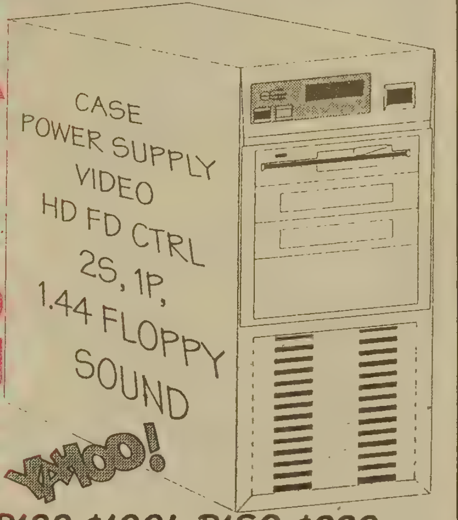


BAREBONES



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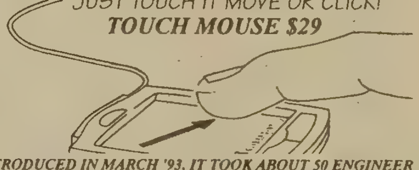
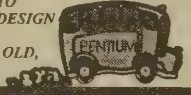


PENTIUM WAS INTRODUCED IN MARCH '93, IT TOOK ABOUT 50 ENGINEER TO DESIGN IT, A TINY FRACTION COMPARING TO WINDOWS 95, (IT TAKES MORE ENGINEERS TO DESIGN SOME CAMERAS), PENTIUM IS AN OLD DESIGN, IF IT WAS A CAR, IT WOULD BE OVER 15 YEARS OLD, WITH TONS OF MILES ON IT!



Architectural Features	Cyrix 6x86 processor	Pentium Pro (P6) processor	Pentium processor
Full x86 Instruction Set Optimization	X		
Superscalar	X	X	X
Superpipelined	X	X	
Register Renaming	X	X	
Data Dependency Removal	X	X	
Multi-Branch Prediction	X	X	

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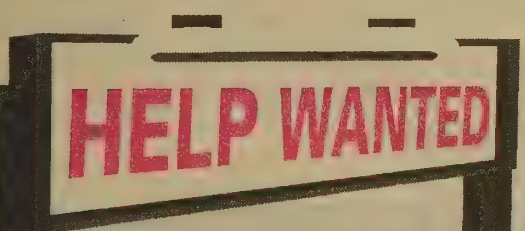

PLEASE FAX or MAIL or E-MAIL YOUR RESUME, THANKS!
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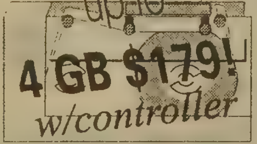
TAPE DRIVES



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$659 Pentium MMX 266MHZ

AMD K6-233 ....$599
Cyrix M2-200MMX......$499

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- Intel Pentium II CPU w/Heat Sink & Fan
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- 64-Bit 2MB 3D MPEG SVGA
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State

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Area Code Fax Number ☐☐☐ - ☐☐☐ - ☐☐☐☐

E-Mail Address

E-mail address (continued)

Number of Employees
○ 1 to 10 ○ 50 to 100
○ 10 to 50 ○ Over 100

What Is Your Purchase Time Frame?
○ 1 Week ○ 3 Weeks
○ 2 Weeks ○ 4 Weeks

Please Rank Your Choice
H=High L=Low
Ⓗ Ⓛ Price Ⓗ Ⓛ Service
Ⓗ Ⓛ Reseller Ⓗ Ⓛ Warranty
Ⓗ Ⓛ Onsite Support
Ⓗ Ⓛ Compatibles
Ⓗ Ⓛ Brand Name

To Be Used Where ? ○ Business ○ Home ○ Network

I Would Like To Receive My Quotation Sent To Me By: ○ Fax ○ Phone ○ E Mail ○ Mail

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STEP ONE: PICK A SYSTEM.
○ PC NAME BRAND ○ MACINTOSH
○ PC COMPATIBLE ○ Network WORKSTATION
○ PC NOTEBOOK ○ Network FILESERVER
○ MACINTOSH NOTEBOOK

PICK YOUR PREFERENCES
○ Name Brand
○ Compatibles
○ No Preference

Step 1: Enter PC System Brand Name & Model #. If Preference

Step 1: Enter NoteBook Brand Name & Model #. If Preference

Quantity / Choices
① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ My Budget For System Is ○ Under $1000 ○ $1000 to $1999 ○ $2000 to $2999 ○ $3000 to $3999 ○ $4000 to $4999 ○ Over $5000
10 or More ○ Call Me For A More Detailed Quote. ○ Quote Me For Selected Upgrade/Peripherals Choices Only. ○

STEP TWO: SYSTEM CONFIGURATION: ○ INTEL ○ PENTIUM ○ PENTIUM MMX ○ PENTIUM PRO ○ PENTIUM II ○ DUAL CPU'S
○ MACINTOSH ○ MACPOWER BOOK ○ MacCLONE ○ AMD ○ CYRIX

CPU MHz & SPEED:
○ 5X86 ○ 6X86 ○ K-6 ○ Quadra ○ PowerPC
○ 266 ○ 233 ○ 200 ○ 180 ○ 166 ○ 150 ○ 133 ○ 120 ○ 100

BUS TYPE ○ PCI ○ VLB ○ EISA ○ ISA

CACHE ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ EDO ○ SRAM ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI
○ 20" ○ 21" ○ Multisync

HARD DISK DRIVE: ○ 100MB+ ○ 800MB+ ○ 1GB+ ○ 2.5GB+ ○ 4GB+
○ IDE ○ SCSI ○ ZIP DR ○ JAZZ ○ 2GB+ ○ 3GB+ ○ 6GB+

FLOPPY DRIVE: ○ 1.44MB
and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External
○ 33600bps ○ 56000bps ○ 28800bps

CASE TYPE: ○ Mid Tower
○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB
○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard
○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SYSTEM NEEDED: ○ Windows 95 ○ OS2/Warp
○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

STEP THREE: MULTIMEDIA UPGRADE ○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

CD ROM DRIVE: ○ Internal
○ IDE ○ SCSI ○ External

CD ROM TITLES INCLUDED:
○ 1-5 ○ 5-10 ○ 11+

○ 8X
○ 10X
○ 12X
○ 16X
○ 20X

○ BRAND NAME ○ No Brand Name Preference

CD ROM Brand Name and Model Number

SOUND CARD
○ 16Bit
○ 32Bit
○ 64Bit

SPEAKERS
○ Less Than 25W
○ 25 to 50W
○ 50 to 75W
○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ 10" ○ 11' ○ 12'
○ Active Color ○ Dual Scan ○ 13'

PCMCIA SLOT:
○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Docking Station ○ Extra Battery
○ Fax Modem ○ CD\MultiMedia

STEP FIVE: NETWORKING NEEDS: ○ Please Contact Me on My Networking Needs Indicated Below
○ Software ○ Hardware ○ Consultation ○ Design ○ Installation ○ Administration ○ MS Workgroups
○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

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STEP SIX: UPGRADES & PERIPHERALS: ○ Ink Jet Printer ○ Tape Backup ○ Accelerator ○ Digitizer
○ Laser Printer ○ Color Printer ○ Dot Matrix Printer ○ Flat Bed Scanner ○ Hand Scanner

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Creating & Managing a Web Site Server

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Online Guide

Web Page Listings

continued from page 181

Elvis In Concert *http://www.wydeo.ch/~ma_wyss/index4.htm/* [Exp. #179.]

Explore Africa *http://www.exploreafrica.co.za* An umbrella Web site about Southern Africa. [Exp. #179.]

Ghosts Of The Prairie *http://www.prairieghosts.com* Discover the Ghosts and haunted places of America with author and ghost hunter Troy Taylor. [Exp. #178.]

Go Camping America *http://www.gocampingamerica.com* Your full hook-up to the world. [Exp. #178.]

Gordie Howe Online *http://www.gordiehowe.com* The complete direct source for Gordie Howe collectibles. [Exp. #178.]

Great American Duck Races *http://www.duckrace.com* The event involves racing rubber ducks down a local waterway. [Exp. #179.]

Green Theme International Home Exchange Holidays *http://green-theme.zb.net* Home exchange holidays for economical vacations and environmentally friendly travel. [Exp. #178.]

Humor Monthly (Or Thereabouts) *http://www.masterm.com/humor.html* Monthly humor on relationships, computers, famous quotes, name changes, religion, and interesting facts. [Exp. #179.]

Israel Tour Connection LLC *http://www.israeltour.com* Bar/Bat Mitzvah Israel tour experts. [Exp. #178.]

Jason's MUME Home Page *http://home.inreach.com/droysdon/jroysdon/MUME* MUME is a live, multi-user dungeon fantasy roleplaying game based on J.R.R. Tolkien's Middle-Earth. [Exp. #177.]

KZ Mobile Entertainment Services *http://pw2.netcom.com/~lilalynn/KARAOKEZONE.html* KJ's/DJ's, vocal acts, photographer, etc.; Karaoke show listings and equipment distributor. [Exp. #177.]

Let's Eat OC *http://www.letseatoc.com/otherpub.htm* Orange County's most comprehensive online restaurant and bar directory. [Exp. #178.]

Mammothnet *http://mammoth-net.com/* A vacation and holiday resource for condominium rentals in the Mammoth Lakes, CA region. [Exp. #177.]

Manitoba Canada's Premier Fly-in Fishing Lodge And Outpost *http://www.fishingmanitoba.com* We offer you areas which have never been sport fished before. [Exp. #178.]

Mercury *http://www.sleepinggiantstudios.com/mercury* Web site for the band Mercury. [Exp. #179.]

Mexico Travel Guide *http://www.go2mexico.com* The Mexico Travel Guide gives you the resources to plan, enjoy, and make the best of your vacation and investment in Mexico with up to date information. [Exp. #178.]

Milan Rugby Official Web Site *http://www.milanrugby.com* The Milan Amatori Rugby S.r.l. official Web site. [Exp. #177.]

Modified *http://www.modified.com* The surf sound of the '90s. [Exp. #177.]

Paradise Cruises & Tours *http://www.paradisecruisesandtour.com/* A family owned and operated travel agency specializing in tours, cruises, and honeymoons. [Exp. #178.]

Perfect Harmony *http://www.madrecords.co.uk* Order our double CD containing a selection of classical organ and choral wedding service music for a church service. [Exp. #177.]

Perry Kurtz Comedy Pages *http://home.earthlink.net/~perrycycle* L.A. comedian Perry Kurtz creates new forms of comedy daily. Now available for all occasions. [Exp. #177.]

PL8S.COM *http://www.pl8s.com/index.htm* The license plate collector's Web site. [Exp. #178.]

Pleasures Of The Table *http://www.deg.com* Fine cuisine, luxury travel, fine wine, celebrity chefs. [Exp. #178.]

RENT—An Unofficial Site *http://www.lifecafe.com* The unofficial Rent site, designed by a devoted fan. [Exp. #178.]

Res Rocket *http://www.resrocket.com* Live interactive music jamming on the Internet. [Exp. #179.]

Rosewood Music Publishing & Sales *http://www.rosewoodmusic.com* We publish and promote independent music artist and writers. [Exp. #179.]

Sound Techniques Television *http://www.users.globalnet.co.uk/~boriswb* British acoustic guitar videos. [Exp. #177.]

SportsExtra *http://www.sportsextra.com* Up-to-the-minute sports news, information, and contests. [Exp. #178.]

SteppinStone Entertainment *http://www.steppinstone.com/* An independent film and TV company. [Exp. #179.]

TexasCasino.com *http://www.TexasCasino.com* Experience the finest regulated online casino and sportsbook licensed to International Gaming Network (IGN). [Exp. #179.]

Touring Club of Switzerland *http://www.tcs.ch* The TCS helps you to enjoy safe and easy travel in Switzerland and abroad. [Exp. #178.]

Trails And Rails Mountain Bike Tours *http://www.trailsandrails.com* Experience the spectacular scenery of the Colorado Rocky Mountains in the saddle of a mountain bike! [Exp. #178.]

United States Fantasy Sports *http://www/usfantasysports.com* [Exp. #178.]

Unsound Records Home Page *http://www.unsound.com.au/index.html* New and used CDs, 12" vinyl/ Soul, reggae, hip-hop, oz, and soundtracks. [Exp. #179.]

What's Cookin' With Chef Ron *http://www.chefron.com* Catering to the food industry and listeners around the country, includes the latest on outdoor news and tips. [Exp. #179.]

Product Spotlight

Updates

20/20 Software introduced **softSENTRY 2**, an enhanced version of its trial-ware and software protection tool that gives developers more alternatives for protecting their intellectual property. ($249 for the "lite" versions or $695 for the complete) 20/20 Software, 8196 S.W. Hall Blvd., Ste. 200, Beaverton, OR 97008. 1-800-735-2020. *www.twenty.com* .

Apricorn Inc. released version 2.5 of **EZ-GIG**. This new version allows source and destination switching capabilities between the internal and external drives. ($379) Apricorn Inc., 12191 Kirkham Rd., Poway, CA 92064. 1-800-458-5448. *www.apricorn.com* .

Briggs Softworks announced the directory **Snoop 2.0**, a freeware file-wipe program for Windows 95 that allows you to browse the raw directory and file entries on your hard drive at a low sector/cluster level. It can also recover important erased data. (This freeware can be downloaded at *www.briggsoft.com* .)

Handmade Software Inc. introduced **Image Alchemy 2.2**. It now supports eleven new graphic file formats and batch processing capabilities. ($79.95, updates are $20) Handmade Software, 48860 Milmont Dr., Ste. 106, Fremont, CA 94538. 1-800-252-0101. *www.handmade.com* .

Kensington Technology Group presented **MouseWorks 5.04**, the enhanced version of customizable software that makes navigation and moving between and within applications more efficient. ($19.95 for all major platforms. Free upgrades for version 4.10 or higher can be downloaded at *www.kensington.com*) Kensington Technology Group, 2855 Campus Dr., San Mateo, CA 94403. 1-800-535-4242.

Maximizer Technologies Inc. announced **Maximizer Enterprise 4.0**, a contact and opportunity management software includes group security features. ($249.95 for single-users; $79.95 for upgrades) Maximizer Technologies Inc. 1-800-804-6299. *www.maximizer.com* .

net.Genesis Corp. announced **net.Analysis Pro 3.5**, Web site analysis software with enhanced capabilities, new report options, and faster performance. (NT is $4495 and Solaris and AIX are $7495) net.Genesis Corp. (617)577-9800. *www.netgen.com/* .

Niles Software, Inc. presented **EndNote 3.0**, that will search remote bibliographic databases and instantly turn the results into a properly formatted bibliography in Microsoft Word or WordPerfect. ($299; US students can purchase it for $99 with a valid student ID; upgrades are $79-$99) Niles Software, Inc., 800 Jones St., Berkeley, CA 94710. (510)559-8592. *www.niles.com* .

Opcode Systems released **Studio Vision Pro 4.0**. It includes Digidesign's Pro Tools 24 recording hardware for Macintoshes that has 32 tracks of 24-bit audio. (list price is $995) Opcode Systems, 3950 Fabian Way, Ste. 100, Palo Alto, CA 94303. (650)856-3333. *www.opcode.com* .

Software Builders introduced **NetZIP 6.0**, which enables users to easily download files, install software from the Internet, and manage all ZIP files. ($19.99 or deluxe version at $29.99) Software Builders, 100 Galleria Pkwy, Ste. 1020, Atlanta, GA 30339. (770)541-1500. *www.netzip.com/new* .

TechExcel Corp. released **PowerTrack 2.0**, a Web-enabled defect tracker that provides project management for development teams in the software development process. ($389 per license) An evaluation copy can be downloaded at *www.powertrack.com* . TechExcel Corp. 1-800-439-7782. *www.techexcel.com* .

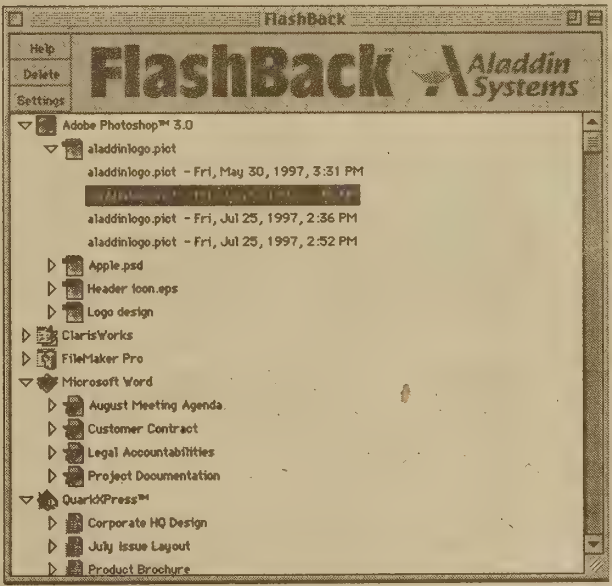
TriTeal Corp. announced **TED 4.3**, a desktop solution that provides a common operating environment for a variety of UNIX platforms has added Solaris 2.6 to its list. ($289) Additional info can be found by calling (760)827-5000. *www.triteal.com*

Product Announcements

PC Software

FlashBack

Aladdin FlashBack 1.1 is designed to solve the number one cause of data loss: the accidental overwriting or erasure of a file. This new data protection utility allows users to recover previously saved versions of any FlashBack-protected document from any application simply by drag-and-drop or by double-clicking—even if the original file is lost, damaged, overwritten or erased. FlashBack gives users access from one to 999 previous versions of any protected file by recording the changes made to a file each time the file is saved. It is compatible with Windows 95/3.11 and any Macintosh running System 7.1.1 or later. FlashBack is year 2000 compliant. (estimated street price: $69.95) Aladdin Systems, Inc., 165 Westridge Dr., Watsonville, CA 95076. (408)761-6200. *www.alladinsys.com/store/international.html* .



Adaytum Planning 2.1

Adaytum Planning is a business planning system for complex budgeting, planning, forecasting, and management reporting. It is targeted for medium to large size corporations whose requirements have grown beyond the scope of the standard spreadsheet environment. Version 2.1 provides a new Excel interface that gives spreadsheet users access to Adaytum's budget planning database and automatic allocation and "what-if" functionality. Other new features include an automated general ledger data link, a cell annotation capability, and a lower level of security. It now loads organizational hierarchy and live data directly from any general ledger system automatically. This feature

continued on page 192

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(X Street: Chandler)
North Hollywood, 91601

AMI TECHNOLOGY
15340 San Fernando
Mission Blvd
Mission Hills, 91345

APOLLO SYSTEMS
12154 Hamlin St.
(X Street: Laurel Canyon)
North Hollywood, 91606

BARNES & NOBLE
16461-C Ventura Blvd.
(X Street: Havenhurst)
Encino, 91436

COMPLETE COMPUTER CURE
15122 Ventura Blvd.
(X Street: Sepulveda)
Sherman Oaks, 91403

LAUREL PARK NEWS
4346 Laurel Canyon Blvd.
(X Street: Moor Park)
Studio City, 91604

MAC UNIVERSE
19100 Ventura Blvd.
(X Street: Tampa)
Tarzana, 91356

NEWSTAND ETC
316 N. San Fernando
(X Streets: Palm &
Magnolia)
Burbank, 91502

NEXCOM
15053 Ventura Blvd. #104
(X Street: Noble)
Sherman Oaks, 91403

PC CLUB
6041 Topanga Cyn. Blvd.
(X Street: Oxnard)
Woodland Hills, 91364

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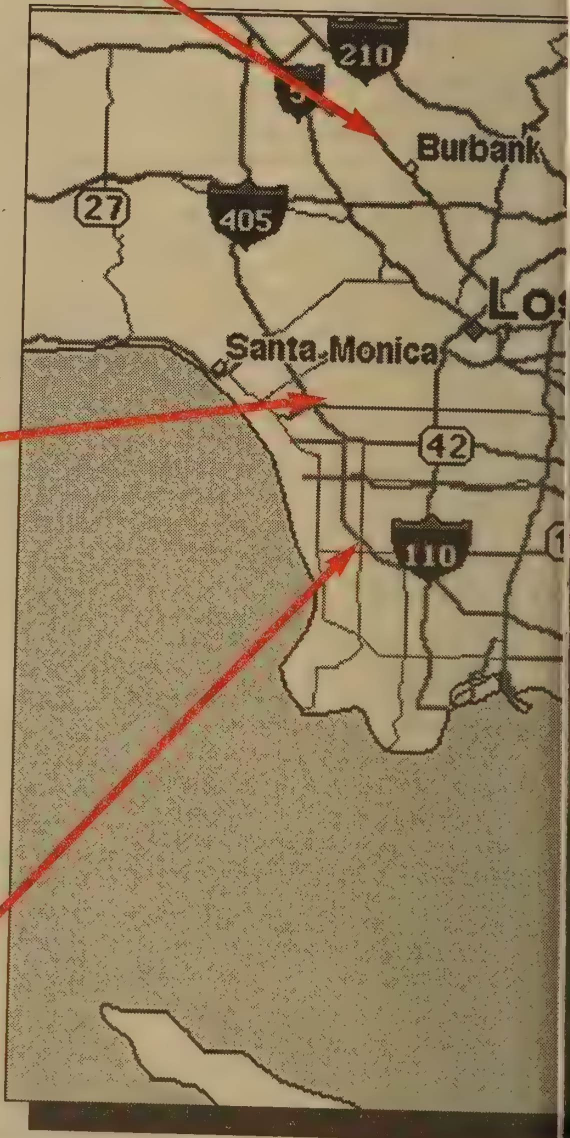
Redondo Beach, 90278)



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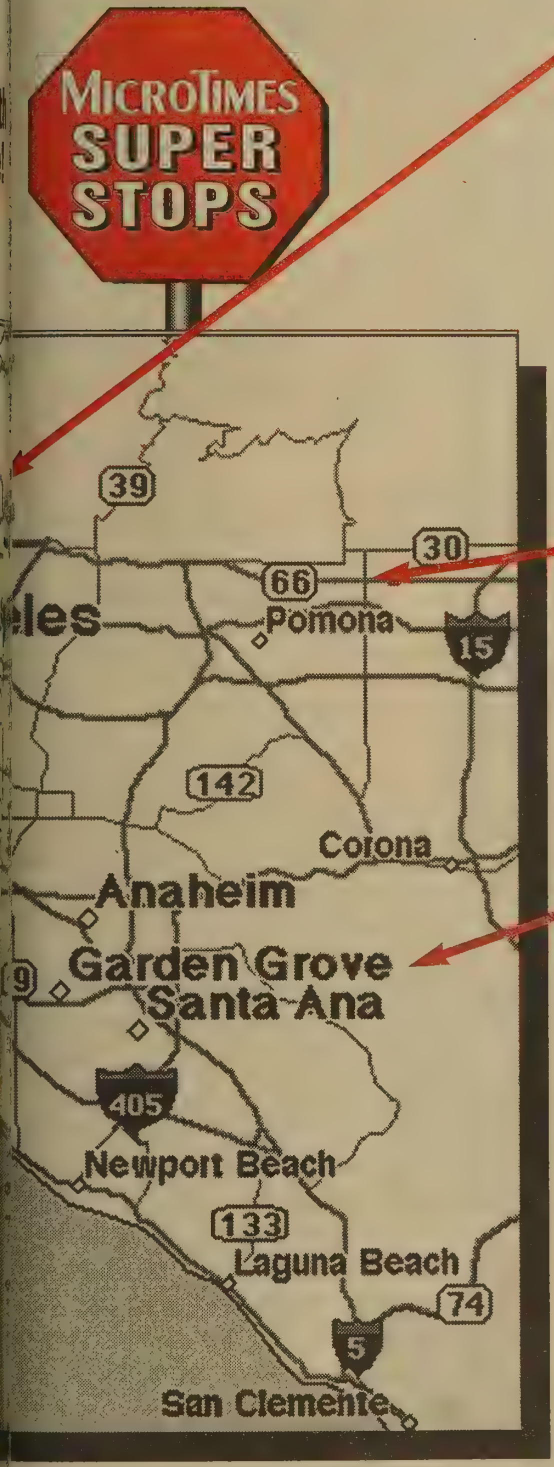

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17850 Newhope St.
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Product Announcements

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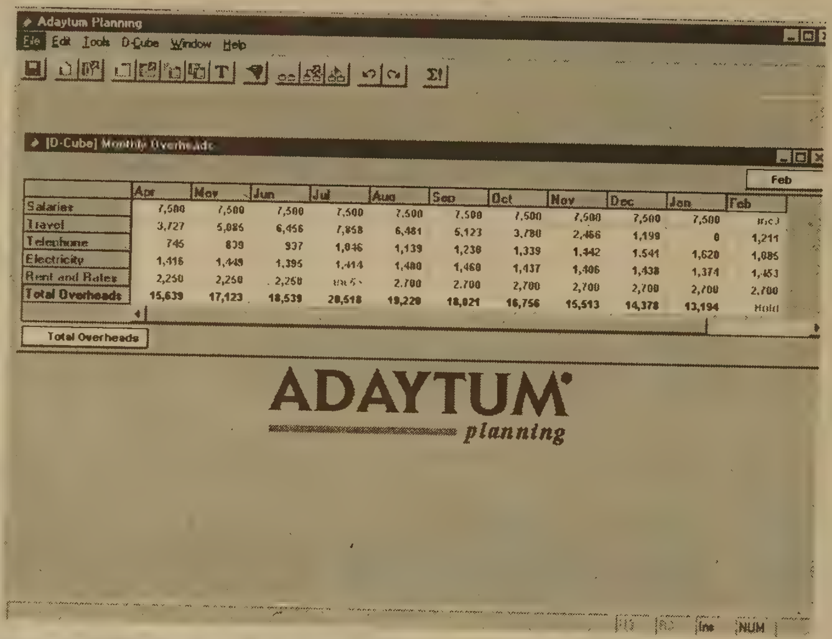
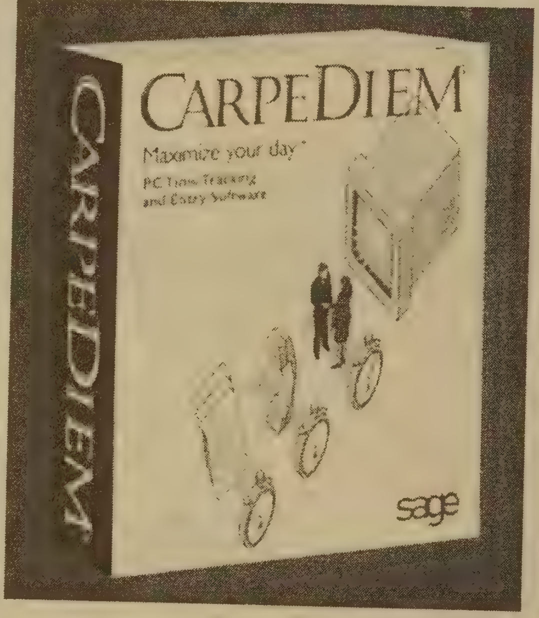
will help controllers cope with organizational change, avoid manual data entry, and easily report results versus their budget and forecast. (Available for all versions of Windows and supports multiple user access in any standard LAN environment. A Budgeting Buster Start Pack, including a license for one LAN server, three controllers, and ten managers plus two weeks of consulting; $46,000) Adaytum Software, 2001 Killebrew Dr., Ste. 360, Minneapolis, MN, 55425. 1-800-262-4445. *www.adaytum.com* .


Adaytum Planning
File Edit Tools D-Cube Window Help
[D-Cube] Monthly Overheads
Feb

	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Salaries	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	[illegible]
Travel	3,727	5,086	6,456	7,858	6,481	5,123	3,780	2,466	1,199	0	1,211
Telephone	745	839	937	1,046	1,139	1,238	1,339	1,442	1,541	1,620	1,085
Electricity	1,416	1,449	1,395	1,414	1,400	1,460	1,437	1,406	1,438	1,374	1,453
Rent and Rates	2,250	2,250	2,250	[illegible]	2,700	2,700	2,700	2,700	2,700	2,700	2,700
Total Overheads	15,639	17,123	18,539	20,518	19,220	18,021	16,756	15,513	14,378	13,194	[illegible]

Carpe Diem V2.0

Carpe Diem enables corporate computer users to create an accurate record of activities and the time spent on each, which can then be posted to virtually any PC-, microcomputer-, or mainframe-based database, activity based costing system, project management system or billing system. Version 2.0's open architecture allows users to use industry standard report writers and other tools (such as Microsoft Access and Crystal Reports) to read and modify any data in the system. Designed from the ground up as a client/server application, it supports industry standard client/server engines including Oracle, MS SQL Server, Informix, Sybase, and Borland's Interbase. Carpe Diem includes four modules: CDTracker, designed for tracking the user's activities and time as he or she works; CDEntry, enabling support personnel to work with CDTracker users to handle administrative tasks; CDMobile, an automated activity and time reporting application designed for using with a notebook computer; and CDAdmin, the system administration utility for maintaining the other three modules. Sage US, Inc., 17950 Preston Rd., Ste. 800, Dallas, TX 75020. 1-800-477-6763. *www.sageus.com* .



TodoManager 1.0

TodoManager is a Windows 95/NT to-do list manager that helps calculate priorities to give both individuals and groups the ability to easily determine the right thing to do. TodoManager uses a hybrid to set priorities where the computer and the user work together to determine the best order to tackle tasks. It does this by asking for critical information about each item including time estimate, type of item, project, and so forth. The software then sorts the items according to types and project priorities. Each item can include as little as a description, or the many useful categories included and, it takes just seconds to enter information for each item due to an optimized user interface. To-do items can be marked completed in one click since the program automatically records the date the item was entered and completed. It can sort by Priority, Project, Subproject, Type of item, or Person assigned (all customizable); filtering only items with special comments—viewing completed or uncompleted items to see progress; viewing unprioritized items; and filtering by person. ($79.95 for the standalone version or $375 for a 5-user groupware pack) Micro Logic, PO Box 70, Dept. P, Hackensack, NJ 07602. (201)342-6518. *www.miclog.com* .

Compadre

Compadre is a CD-ROM filled with seven basic types of content to enhance your presentations made with Microsoft PowerPoint. It provides 152 tiling textures; thirty-five music clips, in both .WAV and MIDI formats; 96 different sound effects in categories such as bullets, transitions, introductions, and miscellaneous sound effects; 120 newly redesigned templates, each with a Title slide and a Presentation Body slide; twenty-three video clips, each 4 to 15 seconds in length for business presentations; more than 1400 multimedia buttons; and 180 full-screen backgrounds in three formats as .BMP files. ($49.95) Three D Graphics, Inc., 1801 Avenue of the Stars, Ste. 600, Los Angeles, CA 90067. 1-800-913-0008. *www.threedgraphics.com* .

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VOLUME ONE
Makes PowerPoint Your Multimedia Tool

PC Hardware

SS600 Storage Scanner

The SS600 Storage Scanner, a turnkey high-performance document imaging system, includes a high-speed auto-document feeder (ADF) flatbed scanner and removable optical storage, as well as indexing, OCR, and database capabilities. It is available with either a 650MB CD-ReWriteable drive or a 640MB 3.5" Magneto-Optical drive. Designed to provide true photo

continued on page 196

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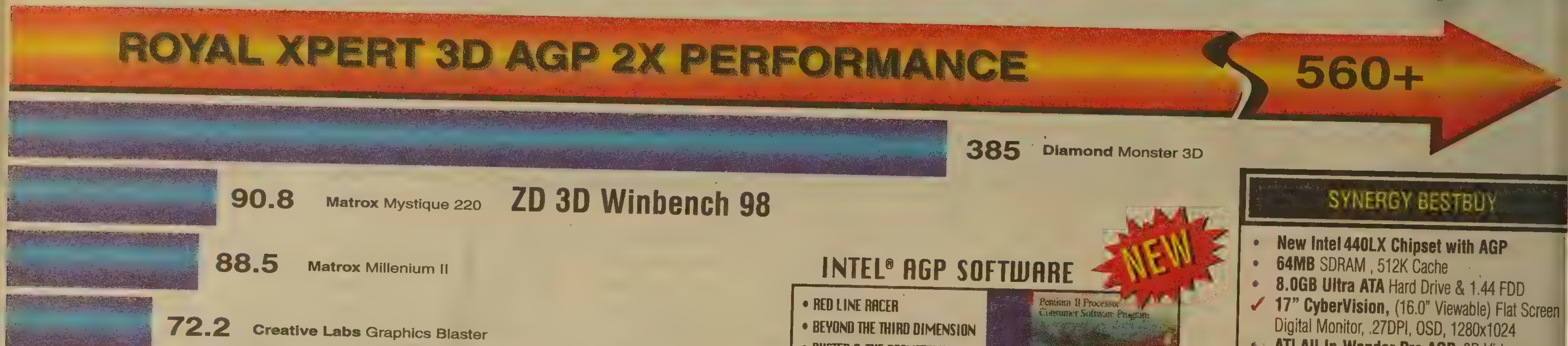

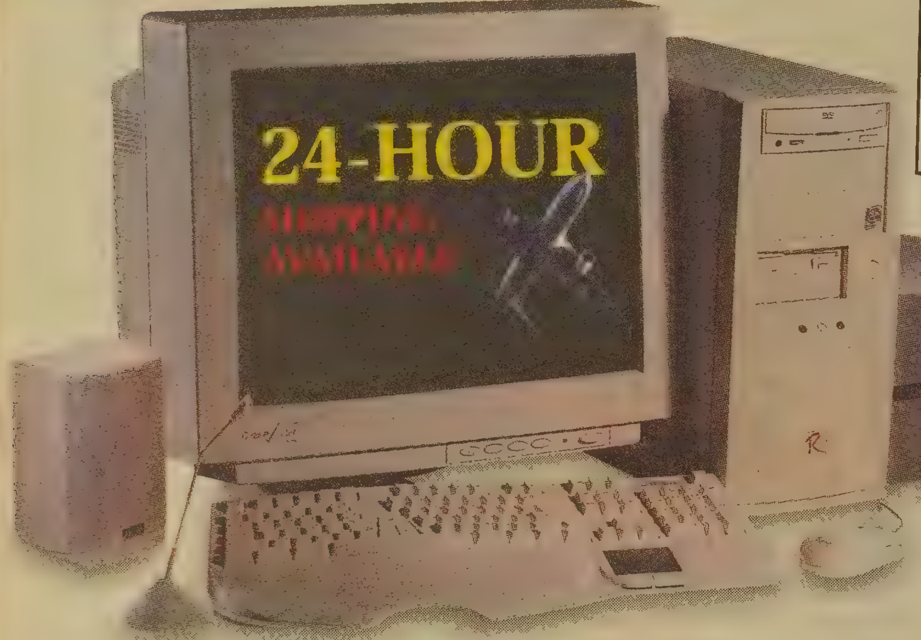

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- ✓ **17" CyberVision** (16.0" Viewable) OSD, Flat Screen, Digital Monitor, .27DPI, 1280x1024
- **ATI XPERT RagePro AGP 4MB** RAM
- **MPEG-2** DVD, CD, Audio CD, VCD Playback
- **DVD X2** CD-ROM DRIVE (Store Up To 17GB)
- R-Sonic 3D Sound, Wave-Table Synthesis, Mic.
- **Altec Lansing ACS45W 3-Pcs Subwoofer**
- **56kbps** Fax Modem w/Voice Mail
- **USB** & Hi-speed I/O
- 104-Key keyboard & Hi-Res. Mouse
- MS Windows 95
- LOTUS SMART SUITE 97
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300MHz Intel Pentium® II Processor

Royal Professional 19

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- TouchPad Pointing Device
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- Remote Infrared Mouse
- 512K L2 Pipeline Burst Cache
- 128MB EDO RAM Supported
- 64-Bit SVGA 800x600 Video (2MB) Simultaneous LCD & CRT Displays
- PCMCIA: Type II (2) / Type III (1)
- Zoom Video & 32-Bit Card Bus Support
- Built-In Dual Stereo Speakers
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- COMPTON 98 Interactive Encyclopedia
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Pentium® Processor with MMX™ Technology

200MHz	$1,788
233MHz	$1,858

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- 128MB EDO RAM Supported
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- PCMCIA: Type II (2) / Type III (1)
- Zoom Video & 32-Bit Card Bus Support
- Built-In Dual Stereo Speakers
- Microphone, Line-In, Line-Out
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- Microphone, Line-In, Line-Out
- TouchPad Pointing Device
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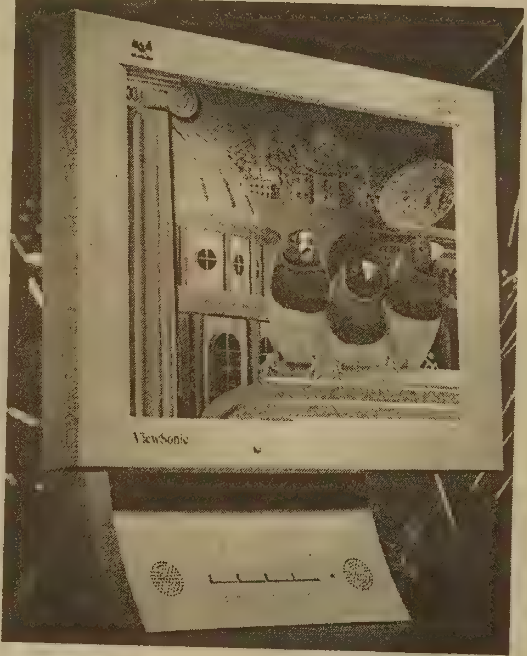
Product Announcements

continued from page 192

color for scanning both images and documents in a single session, the scanner offers 300 x 600 dpi optical resolutions. The resolution is adjustable so throughput and image quality can be tuned to specific imaging requirements. Bundled software includes: OptiDoc document imaging software with Caere OCR for Windows 95/NT or Xerox Textbridge OCR and Page Manager software for Macintosh. ($3499 for PC; $2199 for Macintosh) Verbatim Corp., 1200 W.T. Harris Blvd., Charlotte, NC 28262. 1-800-233-1704. *www.verbatimcorp.com* .

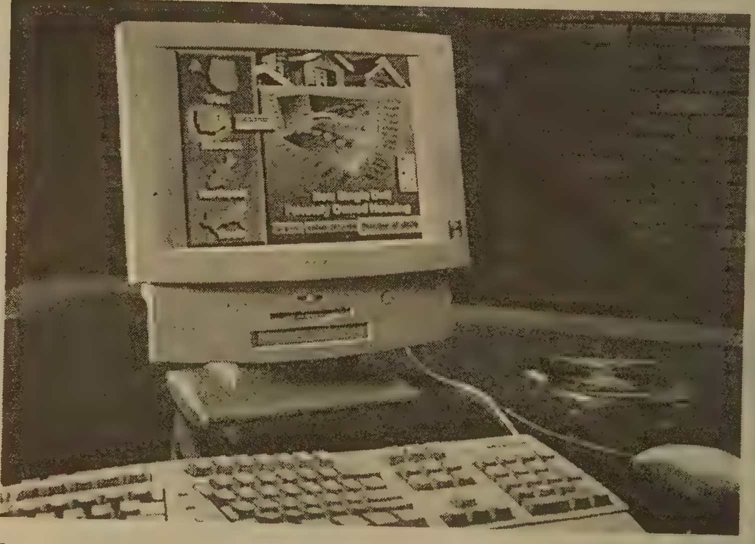
SecurityEye

SecurityEye, a new add-on board for PC ISA-type buses, provides security to MS-DOS and Windows systems. It offers three, user-defined levels for protection: lock, where any locked directory, subdirectory or file is protected against reading, overwriting, moving, copying, or deletion; read-only, which allows directories and files only to be read; and, unlock. SecurityEye preserves the directory hierarchy and all independent files, and cannot be circumvented by booting from the floppy drive. Users can protect up to 150 directories and files located over three local hard drives. SecurityEye works on a 386 or higher, running DOS, Windows 3.1, Windows for Workgroups 3.11, or Windows 95. It comes with free technical support and a one-year warranty. ($99) Magic Computer Corp., 15250 Hesparian Blvd., #201, San Leandro, CA 94578. (510)317-6688.



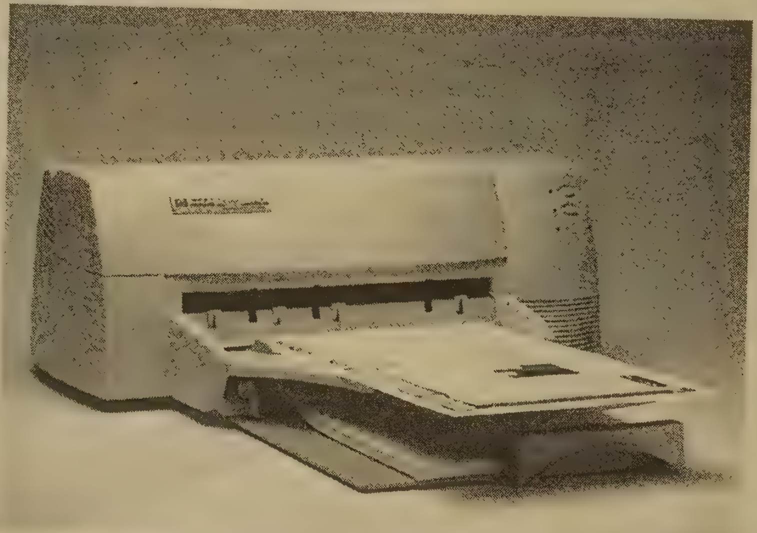
VPA150 ViewPanel ▶

The ViewSonic 15" VPA150 ViewPanel LCD display is ideal for applications where limited space, light weight, and minimal power consumption are as vital as a large screen and a crisp display. With its pivot capabilities through PerfectPortrait software, VPA150 15" diagonal viewable display is comparable to most standard 17" monitors in regular landscape mode or a standard 21" monitor when in portrait mode. However, its slim 6.7" profile takes up 75% less space than the 17" monitor, and its low 40W power consumption offers up to 70% in energy savings. ViewSonic's LuCiD technology combines an active matrix LCD and 200 nits of backlight power to produce brilliant colors, crisp lines, and wider viewing angles. True colors are supported by a 1024 x 768 XGA resolution at a refresh rate of 75Hz. Designed for both Windows and Macintosh systems, the VPA150 is backed by a three-year limited warranty, and a one-year warranty on the LCD backlight. (estimated street price: $2195) ViewSonic Corp., 381 Brea Canyon Rd., Walnut, CA 91789. 1-800-888-8583. *www.viewsonic.com* .



VisionDesk ▾

The VisionDesk LCD desktop computer features a vibrant 13.3" Super TFT LCD panel and sleek ergonomics, making it ideal for the medical industry, kiosks, banking and finance industries. Hitachi's new flat panel display technology delivers flicker-free clarity that is easy on the user's eyes with significantly lower radiation and power consumption compared to CRT displays. This system includes Intel's 233MHz Pentium process with MMX, 512KB of L2 cache, a 4.3GB hard disk drive, and 32MB of DRAM (upgradable to 256MB). It also features a 20X CD-ROM, integrated audio and speakers, a preconfigured 56K modem, and on-board 10/100BaseT LAN adapter. (estimated street price: $3399) Hitachi PC Corp., 1565 Barber Ln., Milpitas, CA 95035. (408)546-8000. *www.hitachipc.com* .



◀ DeskJet 1120C Professional Series

The HP DeskJet 1200C inkjet printer offers versatile photo-quality business printing, media flexibility, enhanced software features, and network options. It prints at speeds of up to 6.5 pages per minute for black text and 4.5 ppm for color. Three paper paths enable you to print on a wide variety of media, including greeting-card stock, transparencies, envelopes, labels, plain paper, and HP specialty papers. It prints on any size from 4" x 6" to 13" x 19". Built-in software features include HP ZoomSmart scaling technology, for enlarging or reducing a document with no loss of resolution; booklets, which automatically paginates catalogs and booklets in the proper order, on any size paper, and with two-sided printing billboards for creating posters as large as 54" x 40"; and print preview. The DeskJet 1120C is compatible with Windows NT 4.0, Windows 95/3.1x, and MS-DOS, and is networkable by adding an HP JetDirect print server. ($499) Hewlett-Packard Co., Direct Marketing Organization, PO

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- Mid Tower Case
- 15" SVGA .28 Non-Interlace
- PS/2 Net Mouse
- Amplified Speakers & Subwoofer
- 104-Keyboard
- Microsoft Win95 CD

PENTIUM® MMX-166	$929
PENTIUM® MMX-200	$949
PENTIUM® MMX-233	$1019

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- Yamaha 32 Voice Wave Sound
- 1.44MB Floppy Drive
- 24X EIDE CD-ROM
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- Mini Tower Case
- S-3 Virge 2MB Graphics 3D-MPEG
- 15" SVGA .28 Non-Interlace
- 104-Keyboard
- 2-Button Mouse
- Amplified Speakers
- Microsoft Win95 CD

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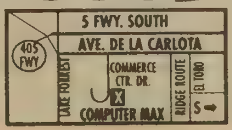

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Networking Hardware

Terminal Adapter For Multi-Purpose Data (TA-MPD)

The TA-MPD is a snap-in module that plugs into the base of Siemens' Optiset NI-1200S desktop terminal, enabling a variety of interconnection possibilities from a single ISDN line. The Optiset NI-1200S offers a full range of ISDN voice features, such as conference calling, caller ID and/or name, visual message waiting indication, and call forwarding, which the user can access by means of an LCD display and simple key presses. The TA-MPD provides the data capability and the analog device interconnection functionality. For example, a home office configuration might include a fax machine or telephone answering machine connected to the analog ports of the TA-MPD and a personal computer connected to its RS-232 (COM) port for data communication such as high-speed Internet access. The terminal adapter is software upgradable by downloading across the Internet. (TA-MPD, $340; with Optiset, $599) Alpha Telecom, Inc., 7501 S. Memorial Pkwy., Ste. 212, Huntsville, AL 35802. (205)881-8743. *www.alpha-tele.com* .

Pitchfork Phase II Internet Distributor

The Pitchfork Phase II Internet Distributor Server is an all-in-one-box that provides simultaneous access for an unlimited number of email accounts, multiple Web browsers, as well as fax capabilities from the desktop using one modem, one phone line, and one Internet account. Easy to install and maintain, it enables small to mid-size businesses to achieve sophisticated Internet connectivity with a reliable, low-cost solution. Pitchfork works in conjunction with the user's internal local-area network using the TCP/IP communications protocol. It simply plugs into an Ethernet LAN, providing complete Internet access with either a dynamic or static IP address. ($2900) Danick Systems, LLC., 777 Centre St., Jamaica Plain, MA 02130. (617)524-4841. *www.pitchfork.net* .

Web Software

Interaction Web

Most call centers use sophisticated devices called automatic call distributors (ACDs) to queue and distribute incoming calls. Increasingly, however, customers are demanding to be able to interact with companies by other means—email, text chat, voice over the Net, fax, the Web, etc. Interaction Web provides all the capabilities of an advanced ACD for Web-based interactions. Organizations can easily add new buttons to their Web sites that allow customers to send email inquiries, request call-backs, or communicate in real-time with call center agents via either text chat or voice over the Net. Each request is placed into the appropriate queue (e.g. customer service, tech support, marketing, etc.) and sent to the next available agent or the agent most closely matching the required skills. Interaction Web runs as a service under Windows NT. Multiple Interaction Web servers can be deployed for fault tolerance and load sharing. Interactive Intelligence, Inc., 3500 DePaul Blvd., Ste. 1060, Indianapolis, IN 46268. (317)872-3000. *www.inter-intelli.com* .

SiteWarrior 1.2

SiteWarrior 1.2, authoring and management software for large Web sites, provides tight integration with BBEdit, a powerful HTML editor for the Macintosh. Now BBEdit users can continue using their favorite editor while taking advantage of SiteWarrior's ability to automate tedious tasks like building tables, catalogs, table of contents, navigation banners, links to neighboring pages, JavaScript arrays, and other repetitive elements within a Web site. As with previous versions of SiteWarrior, all pages in the entire Web site are stored in a single database so that all structures and links can be updated automatically as pages are added, renamed, or deleted. SiteWarrior automatically tracks which pages are opened in BBEdit, and transfers them back to the master SiteWarrior Web page database when editing is complete. ($499) ProVUE Development, 18411 Gothard, Unit A, Huntington Beach, CA 92648. (714)841-7779. *www.provue.com* .

Product Reviews

PC Hardware Review

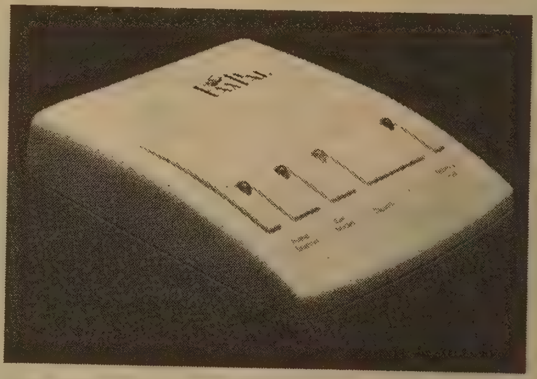
3D FaxPal Plus

Manufactured By: InfoImaging Technologies, Inc.

For: Windows 3.1 or higher

List Price: $169; $99 on special at their Web site.

Review By: Woody Liswood



Do you have a standard fax/data modem card in your computer and leave your computer on continuously to receive faxes? If so, you probably send $2 or more per day for the electricity to run your computer. FaxPal offers a solution that can save you more than just a few dollars a day in utility costs.

FaxPal is a small standalone box that receives faxes, stores them in flash memory, and lets you download, view, and print them when you turn on your computer. FaxPal draws so little electricity I doubt you would see any increase in the electricity bill from using it. It can, however, save about $1.50 a day by turning off your computer when you leave the office at the end of the day.

FaxPal also works with an answering machine, letting you receive faxes and mail on the same telephone line. FaxPal monitors the phone line and if it hears a fax tone, it will capture the fax. FaxPal can work as an outgoing fax modem, but not as a regular data modem, which in my opinion, is the only problem with FaxPal.

My FaxPal came with 512K of Flash Memory, that can store up to twenty pages of text. With the 2MB or 4MB memory upgrade, it can store up to 180 fax pages. If you are expecting a fax longer than twenty pages, just leave your com-

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717C	P/200 mmx	32	2.1GB	12.1" TFT	14 X	33.6	**$2399.00**
719C	P/233 mmx	32	2.1GB	12.1" TFT	14 X	33.6	**$2799.00**

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puter on and FaxPal will automatically upload the faxes as they are received.

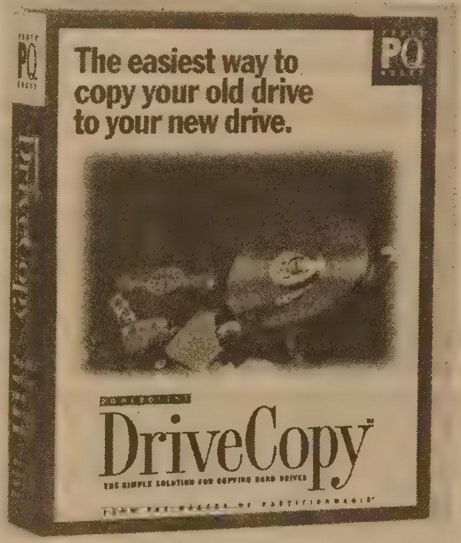
The only odd problem I encountered was in using FaxPal as an outgoing fax machine. It works, but not if the Manager program is in memory. I tested FaxPal with both WinFaxPro 8.0 and with Microsoft Fax under Windows 95 and found no problems. (InfoImaging Technologies, Inc., 7026 Knoll Center Parkway, Ste. 201, Pleasanton, CA 94566. 510/485-4000. *www.infoimaging.com/*)

Windows Software Reviews

DriveCopy

Published By: Powerquest Corp.
List Price: $29.95
Review By: Woody Liswood

DriveCopy is one of those nifty utility programs that solves a problem we all face from time to time. As its name suggests, DriveCopy copies everything from one hard drive to another hard drive. This lets you keep all your settings and preferences—you do not have to reinstall any software or the operating system.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DriveCopy is perfect when you are upgrading from that small hard drive to one of those new multi-gigabyte drives. Now, instead of relying on backup programs, tape drives, Zip drives, and lots of expensive media to hold the backup while you change drives, just use DriveCopy to move everything to the new drive. It works with all versions of Windows 95, Windows NT, Windows 3.x, DOS, OS/2, as well as FAT, FAT32, NTFS, and HPFS partition types. I even tested it under Windows 98 without any problems.

There is one requirement, however. You must feel comfortable opening your computer and fooling with a jumper or two on the hard drive to set your hard drives as either master or slave in a multi-drive system.

DriveCopy's procedure is simple. First create a bootable floppy. DriveCopy is a DOS program that runs from a floppy disk, not from the hard drive on your system. Next, power down. Install the new drive as the master drive in a multi-drive system. Change the jumpers on your old drive to make it a slave, but leave it in your system. Start your computer from the floppy you just made. Insert the DriveCopy diskette and run DriveCopy. The DriveCopy documentation has instructions on setting jumpers for a number of popular drives, but you might have to contact the manufacturer if your drive isn't listed.

In a few minutes, everything will have transferred from the old drive to the new drive. Take out the old drive, if you wish, and reboot the system. That is all there is to it. If you take out your old drive, remember to reset the jumper on your new drive so that it is a master drive in a single drive system.

I tried DriveCopy in two situations. First was the normal one using two IDE drives. When DriveCopy refused to run I called tech support. This was not a fun experience. After spending close to five minutes on hold, I was asked to leave a message and that someone would call me back. The first call back took three days. I was told I had an "older" version of the software and they would send me a new version. Nothing ever came. I called twice more and left messages, but no one ever called back. I finally called the corporate office, demanded to speak to someone, and was finally sent the new software. After that, DriveCopy ran perfectly.

The second situation was installing a new SCSI drive under Windows 98. In this situation, I could not set either drive as master or slave. I had to have the IDE drive as the bootable drive and the SCSI drive as the second drive in the system or the computer would not boot. DriveCopy handled this situation with no problem. I booted from the floppy, ran DriveCopy using a command line switch that is clearly shown in the documentation for this type of setup, and, again, everything ran smoothly. When this was finished, I removed the old IDE, and the SCSI drive booted with no problem.

In my opinion, this is a "must have" utility for anyone upgrading their system. (Powerquest Corp. 1083 N. State St., Orem, UT 84057. 801/226-8977. *www.powerquest.com/*)

SmartBoard32

Published By: Insight Software Solutions
List Price: $24.95
Review By: Woody Liswood

Have you ever been irritated that Windows lets you copy-and-paste only one item at a time with its clipboard? SmartBoard32 offers a solution. This new Windows utility retains multiple clipped items and lets you paste any or all of those items whenever and wherever you want.

For example, before SmartBoard32, when you are working in Word and want to copy several different paragraphs of text, a graph, and a table from one document to a new one, you would have to move between the two documents cutting and pasting one item at a time. In other words, finding the first item in the older document, copying it, switching to the second document, locating where it belongs, pasting it in, and repeating this process for each excerpt. With SmartBoard32, this task becomes much easier. First, select and copy each item from the first document. Second, open the second document. Third open SmartBoard32 from the task bar. Select the first item and paste it into the document, select the second item, and paste it in, repeating this until everything is where it belongs.

Since SmartBoard32 makes a copy of what you place in the clipboard, those items are saved until you explicitly delete them. Lose power, turn off the computer, no matter what, everything will still be there. You can also copy multiple items into a single clipboard item, using SmartBoard32's multi-copy mode. In this mode, each item you copy to the clipboard is appended to the previous item, giving you a single clip composed from multiple items.

To let you know SmartBoard32 is running, your computer beeps whenever you copy something to the clipboard. When opened, SmartBoard32 appears as a mini file manager. You can categorize your saved items and place them into separate folders. If you do a lot of cut-and-paste, using a set of standard paragraphs in various documents, SmartBoard32 is an elegant way to keep copies easily accessible.

All in all, SmarBoard32 is another must have utility. It is a great time saver and lets you do something the Windows 95 clipboard should, but doesn't. (Insight Software Solutions, Inc., PO Box 354, Bountiful, UT 84011. 801/295-1890. *www.wintools.com/*) ■

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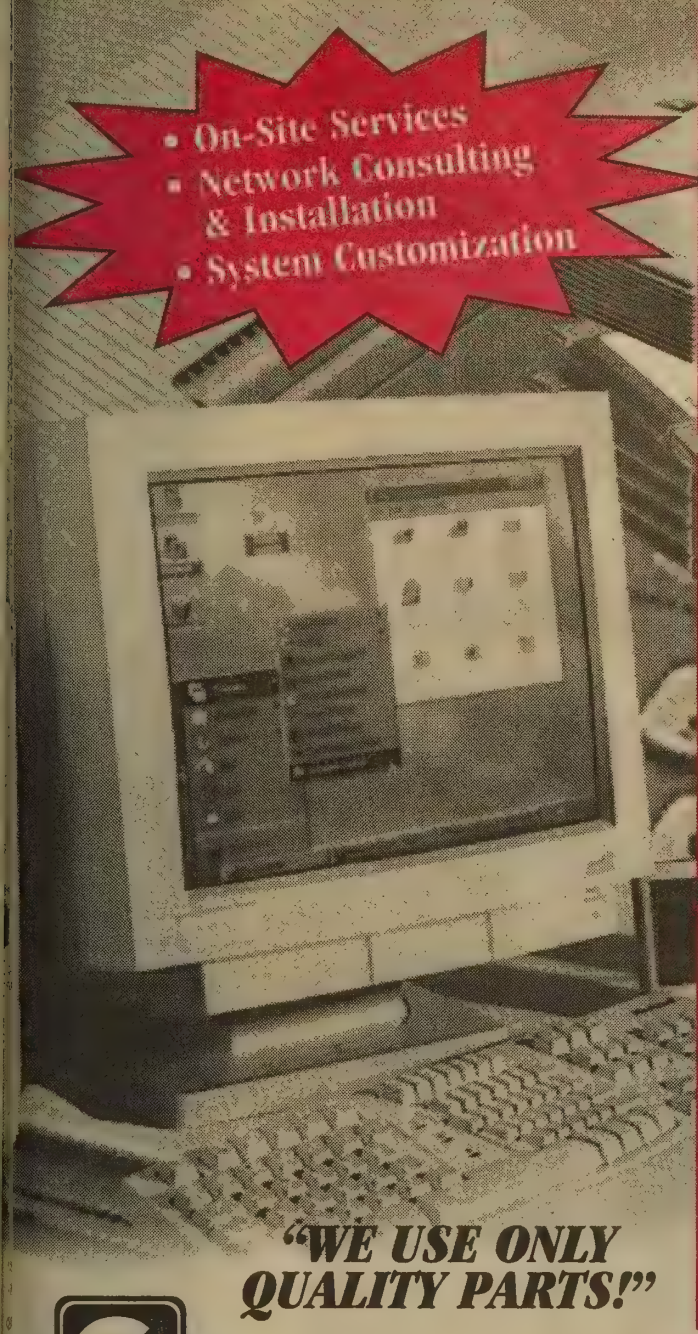

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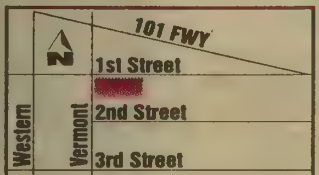

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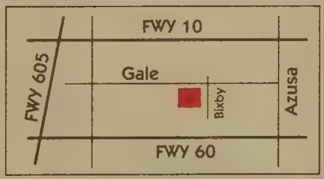

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MULTIMEDIA 101

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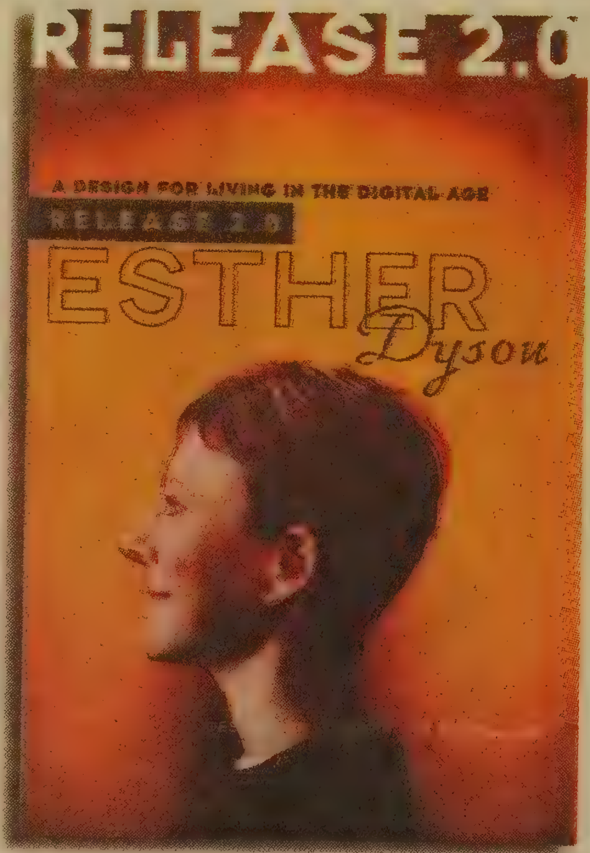
Ink And Paper

More Words About Words About Bits And Bytes

In many ways, the word "multimedia" has lost much of its sizzle, perhaps even some meaning, compared to three or four years ago.

Obviously, it still has a technical relevance when referring to the coordination of moving screen images, such as video or animation, with sound as opposed to less demanding still and silent graphics and text. In the future, speech recognition and subsequent intelligent response from the computer may be considered multimedia, and some of the buzz may yet return to the word, much as its use in the early and mid '90s was largely a reincarnation, reinterpretation and reinvigoration of its late '60s manifestation referring to rock-band-plus-visual-and-dramatic-spectacle.

However, for now, the word is somewhat bedraggled and not particularly sexy any longer. For marketing purposes, it is already on its way down from the top of the ad page in capital letters to some place in the list of standard features; perhaps it'll still get the starburst treatment within that list for another six months. This is partially due to the now-routine ordinariness of video and sound on the desktop when accessing local media, either as a consumer using a CD-ROM or as a professional non-linearly editing video and sound on a massive hard disk with specialized outboard systems such as the Media 100.



Granted most consumer CD-ROM-based video isn't anything like your up-to-the-standards local movie theatre or even a VHS VCR, but the principle is accepted; it's no longer amazing to see footage on your PC screen. In fact, it's now mostly irritating with its usual (unless you've just whacked out on a new machine, a souped-up board, and are looking at a recently produced title) combination of grainyness, jerkiness, posterization, and small image. That generally poor consumer experience with "multimedia" is perhaps the prime reason the word has fallen from its star billing.

What's replacing it is "digital media," an expression that means at once more and less than multimedia. It reflects the considerably varied qualities of the new venue of the Internet with its lack of specificity about just how much media it refers to. The simple fact is that the practically endless Internet, with its also practically limited audio and video capabilities, is now the way most people use their computers to access media most of the time (although as has previously been pointed out in this column's sibling column, Gulch Gossip, the market for CD-ROM-based multimedia continues to grow).

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Accessing media is only part of the equation, of course, when it comes to the Internet. While its recent commercialization has attracted plenty of attention, both for all the new shopping opportunities and for all the sources of mainstream information and news now readily available on various Web sites, the Internet is, according to some, just as much about putting stuff in as taking stuff out.

That's the theory anyway. That theory, along with some of its ramifications and a certain amount of reality checking are discussed in the following books, books that look at the bigger picture of digital media rather than the simpler issue of pictures moving on your PC screen coordinated with sound blasts from your multimedia speakers.

RELEASE 2.0

It would probably be an exaggeration to call Esther Dyson, *Release 2.0*'s author, the patron saint of high tech—but only slight. She is surely somewhere between its doyenne and a high priestess. If one were to round up the usual suspects, the digerati who have brought us to the brink of the proposed full-scale networked digital age with a computer in every room of the house, all chattering to each other and every other computer in the world via the Internet, she'd without doubt be among the first that you'd go looking for, being a longtime leader of that motley clan of professional prognosticators, visionaries, wishful thinkers, and all-round information-technology mongers that have edged their way into claiming such a large sector of the public mindspace over the past ten years.

Many of this clan have become irritating in the extreme with their various shrill voices and reckless arrogance, their almost complete dismissal of the real world, their insistent implications that some sort of computerized digitalization is the only way forward and that soon we, or at least the worthy among us, will be curled up inside the machine, unable or unwilling to even tie our shoelaces without the familiar whirr of the hard drive to keep us company, isolated in physical reality while we seek connection by subscription to the correctly networked cyberbrands. It's the endemic intellectual pathology of the 1990s.

Dyson repeatedly walks close to the edge of this precipice of perverted values, but rescues herself, seeing herself instead as "the court jester of the information industry," adding, "I try to have the ears of kings but I have the people's interests at heart."

Again and again, she manages to pull back, to put things into a healthier perspective, to remember that the machine is only a tool, not an end in itself. She wants to be "the person who sees patterns and points them out to people. I like to analyze structures rather than simply describe landscapes." Finally, Dyson wants to be "ante-establishmentarian (note the e!)." Indeed, her down-to-earth and friendly attitude is refreshing to find in a book about how our future may be shaped by computer communications.

> In Release 2.0, again and again, Dyson manages to pull back, to put things into a healthier perspective, to remember that the machine is only a tool, not an end in itself.

Release 2.0 is subtitled *A Design for Living in the Digital Age*. Dyson makes a sterling effort to bring the discussion to the general public, who actually do some living, and to point out how the networked information world may work for those who aren't industry leaders. She brings a fresh and humanistic approach to many of the topics that have become somewhat tired, even if still unresolved, to regular readers of *Wired*: Privacy, encryption, security, intellectual property rights, education, government control, and, of course, that commercial kingpin, cyber communities. Overall, she is measuredly optimistic, pointing out various potential pitfalls but finding possible solutions to most of the problems.

Obviously, for herself, she has reason for this optimism. She has made the projected world of tomorrow work for herself today. If everyone were as self-motivated, as smart and as generous as Dyson, the world would be a much better place, whether today or tomorrow. She attempts to address this issue, explaining her "realistic idealism" and how the Net will require us all to become involved and exercise similar qualities. However, *Release 2.0* is ultimately a cheerleading exercise rather than radical critique, and as such becomes limited when one asks questions from a more dystopian and economic point of view. Dyson's attention to this side of things is limited to an occasional gibe at Microsoft and the assumption that friction-free, open and information-endowed markets will inevitably lead to a happy consumer cornucopia.

For example, in the chapter on the absolutely horrifying state of education in this country, Dyson merely blandly makes the usual claims about how computers and the Net will improve the situation rather than asking the hard question of why this society allowed its schools to become such cesspits. Without an understanding of why things have become so unsatisfactory in this area (and many others) postulating that all will be well by simply applying the Net is akin to sticking a Band-Aid over an infected wound without using antiseptic.

What's needed, and this is something that I've yet to see any author attempt in any significant degree, is an examination, from the perspectives of both individuals and institutions, of the real mechanisms and social attitudes between the traditional mass-manufacturing economy (which despite the propaganda is not going to just disappear) and the proposed information economy, obviously a difficult task given the latter's chameleon-like and still-to-be-fully-revealed nature. To a slight degree, Dyson has started this process with *Release 2.0*'s emphasis on how individuals, at least well-endowed ones, can get along and even thrive if some visions of the net solidify.

Perhaps there's less to it all than meets the eye. Summing up *Release 2.0*, Dyson proclaims, "As I've tried to show in many ways, the technology really doesn't change most relations between human beings or what's right and wrong. The Net simply gives you greater ability to find a situation you like or abandon one you don't." As Dyson readily admits, her all-time favorite rule for living is to "Always make new mistakes!"

TRAPPED IN THE NET

The net with a lower-case "n" that UC Berkeley Professor Gene I. Rochlin describes in his

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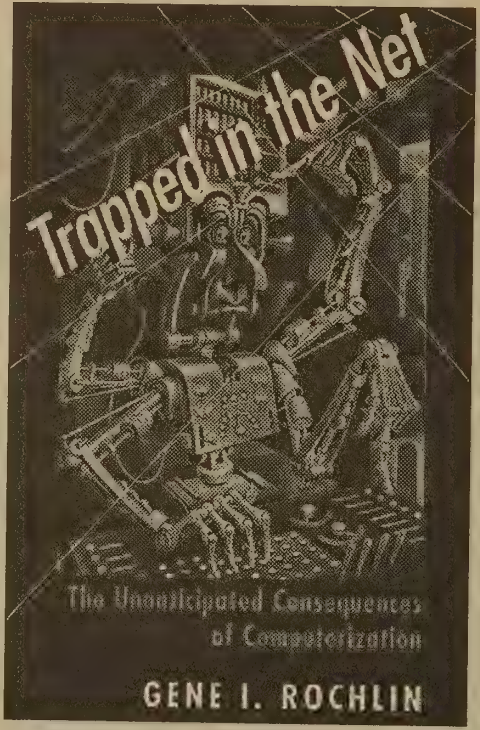
Trapped in the Net
The Unanticipated Consequences of Computerization
GENE I. ROCHLIN

Trapped In The Net is not Dyson's upper-cased Net. It is not really the Internet at all, but rather the metaphorical fishing net that has caught society in a system of reliance upon computers to maintain its increasingly complex functions.

Rochlin identifies several resulting problems; prime among them are the simultaneous loss of basic physical skills and controls, along with a layering, one upon the other, of poorly designed systems that force humans to work in ways that suit the machines' logic and requirements rather than in ways that have evolved naturally. Eventually, systems malfunction and people get hurt because no one knows how to do the job by hand.

Why should this book be of relevance to readers of this column interested in more conventionally defined digital media? Reading between the lines of Rochlin's book, indeed simply reading its subtitle *The Unanticipated Consequences of Computerization*, reveals that the course of computerization never does run smooth. At this time, there is an absolutely huge rush towards all sorts of newness—novelty really—in both digital media and economic and social constructs; it is in fact close to an advertising-induced hysteria.

It's no longer amazing to see footage on your PC screen.
In fact, it's now mostly irritating with its usual combination of
grainyness, jerkiness, posterization, and small image.
That generally poor consumer experience with "multimedia"
is perhaps the prime reason the word has fallen from its star billing.

Clearly there are some real problems with the ways things have been, and the Internet can offer some solutions or at least improvements; however, to throw our entire way of life on to an untested network (which even a moderate like Dyson comes close to advocating) and to gleefully tear down institutions that have performed with some success (even if limited) for several decades or more without some sort of back-up is sheer foolishness. Or is this covered by Dyson's rule of "Make new mistakes?"

I never expected to be an advocate of restraint when it came to social change, but many of the changes we're seeing or that are being advocated have more to do with people being simply bored with a surfeit of media and attempting to stimulate themselves with even greater doses—or more to do with the requirements of large corporations to exploit markets and their workers than with any fundamental need for improvement in daily material life. The most disruptive changes do not even address in a positive way many of the more pressing problems we face as a species, but instead seem likely to continue the North American infatuation with conspicuous consumption and, despite much lip service, the maintenance of a large gap between rich and poor.

What Rochlin makes clear is that the slope of unanticipated consequences is even more slippery than generally thought, that "the elaborate, long-term, collective effects of the possibly irreversible and largely unexamined drive to computerize and network everything and anything" produce "potential vulnerabilities" that are little understood by "those who re-design and re-engineer the large-scale social and socio-technical systems." It's a simple plea for caution and thought.

Rochlin looks at some of the fundamental issues of designing technology and the history of computerization from the early days of back-room boffins with a mainframe to a terminal and/or processor on every desk. In particular, he examines the results of computerization in the fields of aviation, both cockpit design and air traffic control, global financial trading, and warfare (all was not as advertised in Desert Storm). He obviously tends towards a conservative view and may well infuriate many computer scientists and technology freaks. For that reason, they should read *Trapped In The Net* before continuing with their careers.

For his general insights, Rochlin's book should be consulted by anyone who thinks that the Internet and even more digital media are necessarily good things. For what it's worth, I remind you that the course of multimedia over the past five years is quite different from that projected by any number of experts in 1993. ■

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Esther Dyson
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NCP created Virtual NotePad using technology originally developed at Bell Laboratories, the research and development unit of Lucent Technologies. NCP will license a StrokeMap (.smp) format-based Software Development Kit (SDK) to companies wishing to develop applications for other platforms.

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As three-dimensional implementations of .smp arrive, we may be able to visit a Web site for a safe petting zoo, where, from your desktop, you could feel the skin of a rhinoceros, a crocodile or a python.

BEYOND BITMAPS

.smp differs profoundly from bitmap (.bmp) formatting, which is what you get when you write or make a sketch on a graphics tablet. Bitmaps of handwriting and sketching are just dots on a screen—a picture of where the pen has been. The .smp format document acts like real-time vector analysis that is recorded and then played back as an event.

It can even be replayed and edited in a time sequence to show the order in which things are written and drawn. A comparison might be like that of a page of text in MS Word. If you email it as an attachment it retains all its formatting and can be edited directly. But if you fax that page, like a bitmap it is just a picture of that page, and cannot be edited. This means that with Virtual NotePad you will be able to take notes in your normal handwriting, instead of learning an artificial scripting method like Graffiti.

"There is a great deal of interest in .smp for signature verification and as a role-player in e-commerce," says Lawrence A. Husick, Director, .smp Business Unit, NewCo Partners (NCP). "We'll see the use of simple devices; trackpads on laptops, stand-alone trackpads as signature

BY TONY NEVEAUX

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"Virtual NotePad, our first .smp product," explains Husick, "is two dimensions plus a pressure coder. We do not yet address three-dimensional space, but it is certainly in the cards for us to read more than two dimensions. You could then use this system with a pressure-sensitive tablet for a digital artist to create what is much more akin to an oil painting, where you form layer upon layer. We can actually let you extract a tiny piece of a stroke rather than undoing the whole stroke. The detail can be as fine as you want, depending on how much memory you'd like to take and the number of points that we store. That could include infinite levels of undo, backup and re-do in an artistic environment. On top of that would be the ability to modify that in any dimension of the data stream."

Bitmaps of handwriting and sketching are just dots on a screen—a picture of where the pen has been. The .smp format document acts like real-time vector analysis that is recorded and then played back as an event.

"I can certainly envision a time," he adds, "when what we're really going to have is systems for artists which are actually capable of reproducing the forces used by an original artist in helping you to train your hands, much like the force feedback and velocity systems that have been designed for pianos where you are mimicking the way someone plays. If you look at the very highest-end electronic pianos like Disclavier and Yamaha, those systems know about force and velocity. They have very complicated and sophisticated attack control systems. I have seen systems at the MIT Media Lab which actually allow you to put your fingers on the keys and feel how someone else played the music. I can see having that for brushes, pens and palette knives."

With force feedback technology, as used in some gaming joysticks and in Immersion's Feelit Mouse, users can experience icons with drag and snap, or feel the textures and surfaces of rough, grooved and liquid objects and environments. Weights, collisions and adhesions can be felt and reacted to. The .smp technology is pointed in that direction, where the StrokeMap can be developed to something like a DepthMap, and topographical documents could be recorded, edited and replayed. We may be able to visit a Web site for a safe petting zoo, where, from your desktop, you could feel the skin of a rhinoceros, a crocodile or a python. But does that mean that we will have to beware of people spamming us with spiny sea urchins?

continued on page 224

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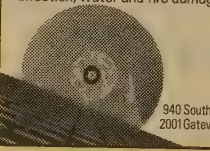

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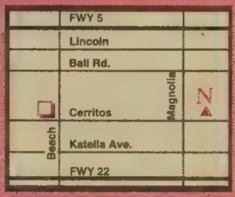

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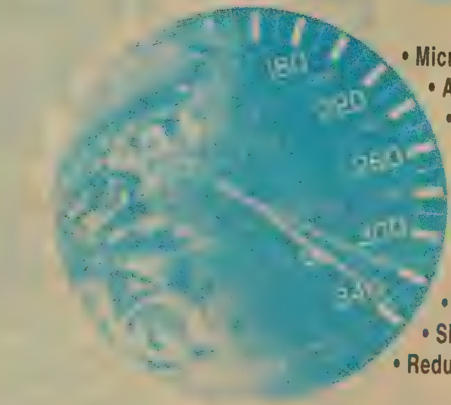

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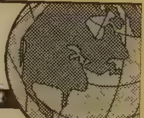

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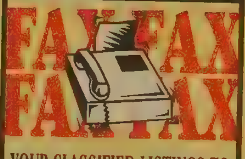

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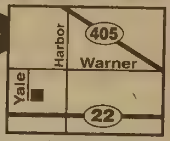

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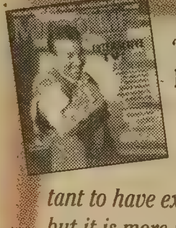

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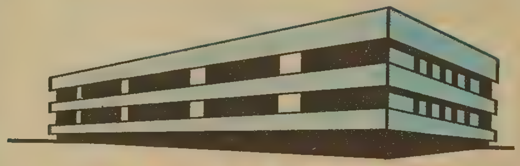

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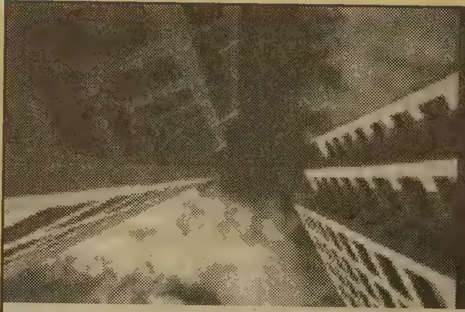

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Oracle for Database Administrators
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Graphical User Interface (GUI) Designs and Practices
Starting: Wednesday, May 6, 6:30 a.m.-4:00 p.m.

Advanced PowerBuilder Application Development
Starting: Saturday, May 9, 9:00 a.m.-1:00 p.m.

Implementing Microsoft TCP/IP
Starting: Saturday, May 9, 9:00 a.m.-4:00 p.m.

Java Programming Intermediate/Advanced
Starting: Saturday, May 9, 9:00 a.m.-4:00 p.m.

Relational/Object Databases and Data/Object Modeling
Starting: Monday, May 11, 6:30 p.m.-9:30 p.m.

Visual Basic Application Development: Intermediate/Advanced
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Delphi Application Development: Advanced Topics
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Office Application Support Specialist
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Fundamentals of Windows Programming
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Object-Oriented Analysis and Design
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Oracle Developer/2000 Forms
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June Short Courses

Developing Applications in Microsoft Access
Starting: Monday, June 1, 6:30 p..m.-9:30 p.m

Digital Video Editing Using Adobe Premiere
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Implementing MS IIS (Internet Information Server)
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Java Programming Database Connectivity using JDBC
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Networking Technologies & Protocols
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Data Management using Oracle
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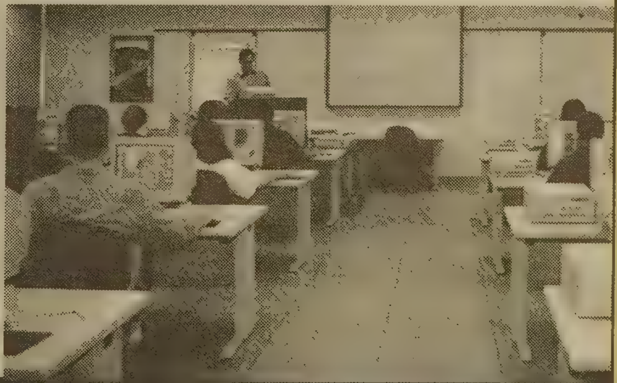

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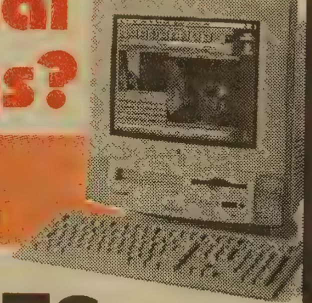

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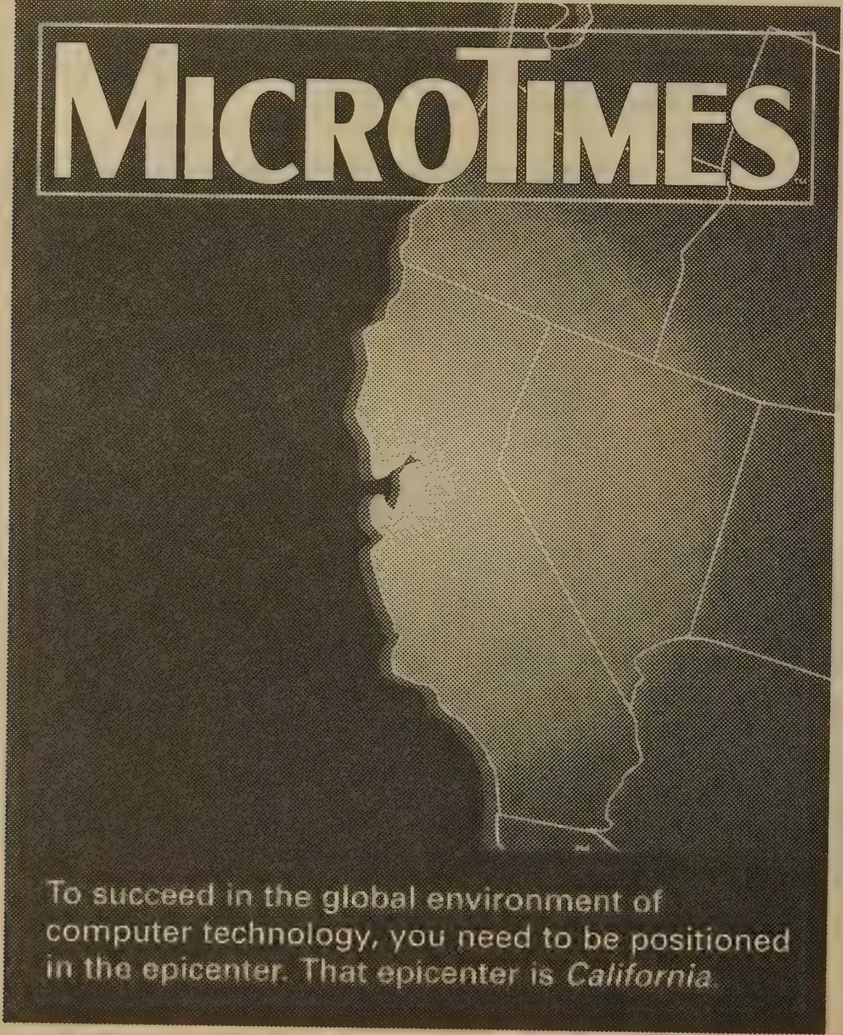

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FROM PALMTOPS TO MULTIMEDIA

continued from page 212

BOOKS: BACK TO THE BASICS

Every now and then we need to get back to the basics, especially in this complex, fast-changing digital domain. These two titles address our most fundamental means of communication within that realm—the language of speech and the language of telecommunications through the Internet.

Dan Gookin is the DumbFather of IDG's totally out-of-control, bestselling Dummy series, which got started a few years ago with his *DOS for Dummies* book. *The Illustrated Computer Dictionary for Dummies*, 3rd Edition by Dan Gookin & Sandra Hardin Gookin (IDG Books, 326 pp. $19.99) will bring you up to speed in TechTalk, SiliconSpeak, GulchGrok and any other forms of industry jargon you will need to juggle.

In 2,000 entries, the authors do a good job in hitting on all the points with definitions and pronunciations of terms like compiler, FPU, partition and taskbar. Where they really are helpful is their inclusion of all those terms that you may not find in Webster's, but you will overhear at Starbucks: Smoke and mirrors, mail bomb, COMDEX, reverse-engineer, Spock, and the different flavors of nerds.

Their infusion of humor into this material can help break the ice for many who find it forbidding. Others may find that a little bit of comedy goes a long way, and that it gets intrusive. Most of the pictures are gratuitously humorous. I would rather see a few cartoons laid in for laughs and use all those spot art spaces for informative illustrations that might help me understand the words and concepts a bit more.

How The Internet Works by Preston Gralla (Ziff-Davis Press, 290 pp, $29.99) may at first seem like a picture book for newbies and beginners, who are, of course the ideal audience; the book covers the whole infosphere of data communications over the Internet. It reveals all the facts of life such as connections, domain names, and the underlying architecture of the Internet: email, Usenet, chat, FTPing, browsers, markup languages, databases, push, agents, CGI, and more elusively complex topics like VR, animation, Shockwave, intranets and firewalls.

When it explains something like Telnet or WAIS, it provides a screen shot only as a cameo to give an idea of the interface. The real strength of this book is in its clear, full-page dynamic flow diagrams. Here is where all of us could probably use some help, in being able to visualize and explain what can seem like mysterious forces and processes that we must take on faith. And, none of these schemas confirm or deny the existence of an Internet God. ■

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Telecommuting

continued from page 63

not surprisingly, they are blind to geographic and resource constraints. Instead, they reflect what ought to be the main goals of a telecommuting-based business incubator: pooling technical and business talent across all frontiers, providing a clear focus on success, and offering a strategy to meet each business opportunity at hand.

A telecommuting based "network of innovation" would electronically bring together centers of technical, business, and management excellence in ways far more flexible and dynamic than is now available. For example, increasing the level of connectivity between practitioners of "best practices" would greatly facilitate powerful alliances of startups, universities, and large companies—all of which would have excellence as a common underlying theme. A telecommuting based business incubator would also make it far easier for the best marketers, technologists and managers to assemble themselves into strategic alliances geared to address highly specific business opportunities.

> An open question among advocates of business incubation has long been "where is the optimal location for R&D centers of excellence?"

As presently envisioned, a telecommutingbased business incubator would focus on forming strategic alliances and bringing together as early as possible all the ingredients essential for success in a new business venture. It would be Internet-based, and would be set up and operated to optimize the use of distributed resources. It would also be a for-profit entity, with university and public sector organizations playing supporting roles.

Naturally, the telecommuting incubator would work in conjunction with physical incubators, when appropriate.

Dr. Grantham suggests that by supporting this kind of telecommuting based business incubator, the public and private sectors could play critically important roles in plugging the knowledge gap which now threatens to limit the future growth of our knowledge-based economy.

For more information on any aspect of this discussion, contact Dr. Grantham at the Institute for the Study of Distributed Work, (501)974-0140, or by email at *isdw@aol.com* .

Newsgroup: "alt.support.telecommute"

Whether you're an experienced teleworker or a novice considering whether or not to explore the possibility, the alt.support.telecommute newsgroup is full of people who can provide a great deal of advice on just about any aspect of the technology, the sociology, the economics, or the practical business of telecommuting.

If you're looking for work, you can post your resume, or a brief notice "selling" yourself as a telecommuter, on this listserv (and possibly others that are relevant to your specific job skills and goals).

Lots of different people scan through these notices, and you just might make a connection that takes you from thinking about telecommuting to doing it in a very short time. ■

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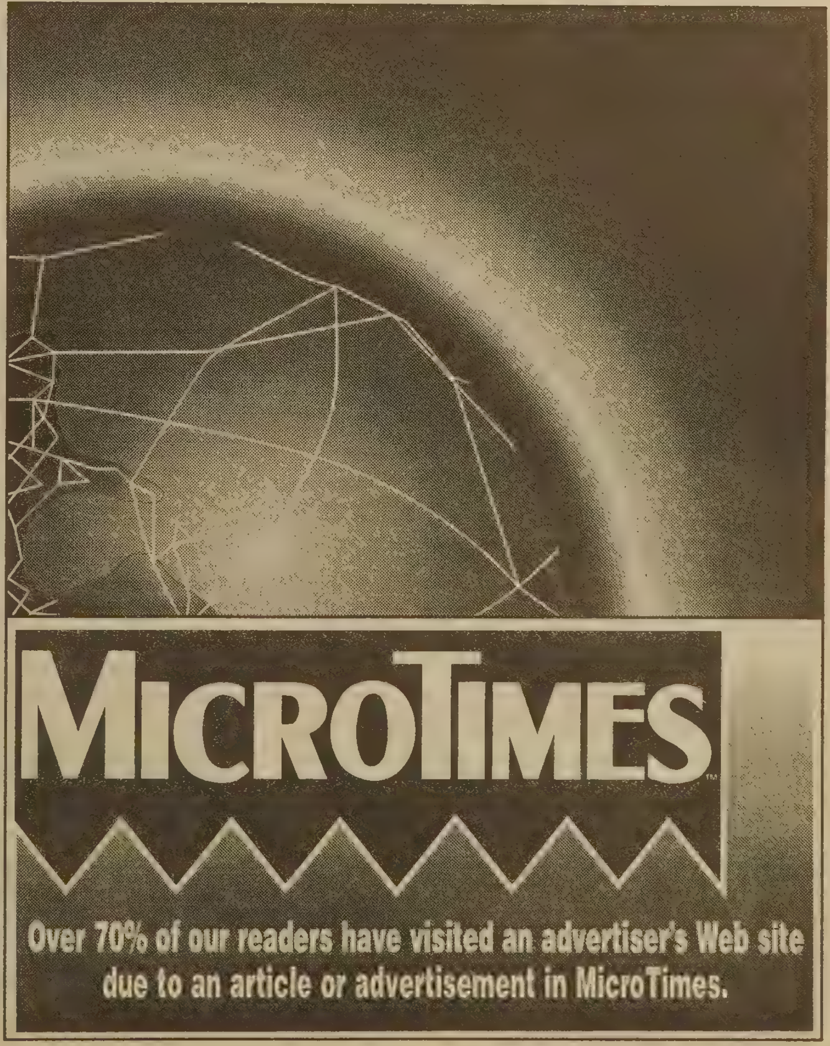
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March 29 ACP Computer Swap Meet. Santa Ana. ACP Superstore. Contact: (714)558-8813.

March 30–April 1 Advanced SQL Programming Techniques. Toronto, Canada. DCI. Contact: (978)470-3880, or *http://www.dci.com* .

April

April 1–2 Search Engines and Beyond. MA. Infonortics. Contact: *http://www.infonortics.com/boston98.html* .

April 4 Computer Fair. Sherman Square Entertainment Center, Reseda. National Productions. Contact: 1-800-800-5600, *CMPlist @aol.com* , or *http://www.lacomputerfair.com* .

April 5 Computer Fair. Sequoia Conference Center, Buena Park. National Productions. Contact: 1-800-800-5600, *CMPlist@aol.com* , or *http://www.lacomputerfair.com* .

April 11–12 Computer Fair. Fairplex Expo Center, Pomona. National Productions. Contact: 1-800-800-5600, *CMPlist@aol.com* , or *http://www.lacomputerfair.com* .

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Produced by National Productions, Inc., for over fourteen years, Computer Fair covers 100,000 square feet with over 300 exhibits featuring multimedia systems, notebook computers, software titles, modems, and other peripherals at discount pricing. Free prize giveaways every hour. Open 10–5 pm, admission for Reseda: $3, Pomona: $8, all others: $5. For more information, call 1-800-800-5600, *CMPlist@aol.com* , or *www.lacomputerfair.com* .

MAY 27—30

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JUNE 16—18

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April 20–23 Expo Comm USA 98. IL. E.J.Krause and Associates. Contact: (301)493-5500, or *http://www.ejkrause.com/expocomm/usa* .

April 21–22 SENET Career Expo. Los Angeles Airport Hilton Hotel, Los Angeles. SENET Career Expo. Contact: (626)336-8306, or *http://www.senetcareer.com* .

April 21–23 Microsoft Explorer 98 Conference and Expo. Atlanta, GA. DCI. Contact: (978)470-3880, or *http://www.dci.com* .

April 23–24 Year 2000 Implementation, Testing and Tools Workshop. GA. DCI. Contact: (978)470-3870, or *http://www.dci.com/internet* .

April 23–25 Waterside Publishing Conference. San Diego. Waterside Productions, Inc. Contact: *http://www.waterside.com* .

April 25–26 Computer Fair. 2601 South Eastern Ave., Las Vegas. National Productions. Contact: 1-800-800-5600, *CMPlist@aol.com* , or *http://www.lacomputerfair.com* .

April 26–30 Computer Audit, Control and Security (CACS 98). IL. Information Systems Audit and Control Assoc. Contact: *http://www.isaca.org/cacs98.htm* .

April 27–29 Internet & Electronic Commerce Conference and Exposition (iEC). New York, NY. Gartner Group. Contact: (203)256-4700, *iec@expocon.com* , or *http://www.expocon.com* .

April 27–30 DVC '98 Spring Conference and Exhibition. Santa Clara. Contact: 1-800-227-1234, or *http://www.bcr.com* .

April 27– May 1 IT Forum '98 San Francisco. Moscone Convention Center, San Francisco. Miller Freeman. Contact: *http//www.itforum.com* .

April 28–30 EMA98: Messaging in the Millennium. San Francisco. Electronic Messaging Association. Contact: *http://www.ema.org* .

April 28–30 The Enterprise Architecture Conference v 1.1. San Francisco. DCI. Contact: (978)470-3880, or *http://www.dci.com* .

April 29–May 2 MacFair LA. Burbank Airport Hilton and Convention Center, Los Angeles. LAMG. Contact: (310)319-1824, or *http//www.macfair.com* .

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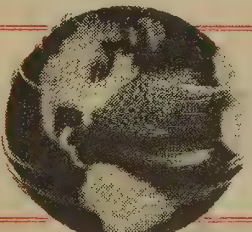
April 4 Saturday **RESEDA** **Sherman Square Entertainment Center**
From the 101 Freeway take the Reseda offramp, go north to Sherman Way and turn right. Go one block to Canby Street. 18430 Sherman Way.

April 5 Sunday **BUENA PARK** **Sequoia Conference Center**
Take the Beach Blvd. exit off the 91 Freeway. Go one block north to 7530 Orangethorpe.

April 11 & 12 Saturday & Sunday **POMONA** **Fairplex Expo Complex (LA Fairgrounds)**
Exit Highway 10 at Fairplex Drive. Go north to McKinley Avenue, turn right. Turn left on White Avenue to Gate 14.

May 2 Saturday **RESEDA** **Sherman Square Entertainment Center**
From the 101 Freeway take the Reseda offramp, go north to Sherman Way and turn right. Go one block to Canby Street. 18430 Sherman Way.

May 3 Sunday **BUENA PARK** **Sequoia Conference Center**
Take the Beach Blvd. exit off the 91 Freeway. Go one block north to 7530 Orangethorpe.



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Calendar Of Events *continued...*

May

May 2 Computer Fair. Sherman Square Entertainment Center, Reseda. National Productions. Contact: 1-800-800-5600, *CMPlist @aol.com* , or *http://www.lacomputerfair.com* .

May 3 Computer Fair. Sequoia Conference Center, Buena Park. National Productions. Contact: 1-800-800-5600, *CMPlist@aol.com* , or *http://www.lacomputerfair.com* .

May 4–8 Networld+Interop98. Las Vegas, NV. Interop. Contact: 1-800-944-4629, or *http://www.interop.com* .

May 9–10 Computer Fair. Fairplex Expo Center, Pomona. National Productions. Contact: 1-800-800-5600, *CMPlist@aol.com* , or *http://www.lacomputerfair.com* .

May 13–16 26th Annual Gutenberg Festival. Long Beach. Gutenberg Expositions. Contact: (714)921-3120.

May 16 Computer Fair. Earl Warren Showgrounds, Santa Barbara. National Productions. Contact: 1-800-800-5600, *CMPlist @aol.com* , or *http://www.lacomputerfair.com* .

May 17–22 International Symposium, Seminar, and Exhibition (SID '98). Anaheim Convention Center, Anaheim. The Society for Information Display. Contact: (212)620-3380.

May 18–21 PC Tech Forum. Fairmont Hotel, San Jose. PC Magazine/Micro Design Resources. Contact: 1-800-527-0288, or *http//www.pcmag.com/pctechforum/* .

May 20–22 Forum For Hand-Held Computing In Healthcare. LA. World Market Strategies Ltd./PDA. Contact: *http://www.pda-expo.com* .

May 27–30 Electronic Entertainment Expo (E3). GA. idsa. Contact: 1-800-315-1133 or *http://www.e3expo.com* .

May 30–31 Computer Fair. Fairplex Expo Center, Pomona. National Productions. Contact: 1-800-800-5600, *CMPlist@aol.com* , or *http://www.lacomputerfair.com* .

May 31 ACP Computer Swap Meet. Santa Ana. ACP Superstore. Contact: (714)558-8813.

June

June 2–3 SENET Career Expo. Disneyland Hotel, Anaheim. SENET Career Expo. Contact: (626)336-8306, or *http://www.senetcareer.com* .

June 3–4 Networks Expo. NY. Miller Freeman/Network Expo Contact: *http://www.networksexpo.com* .

June 16–18 PC Expo In New York. NY. Miller Freeman Group. Contact: 1-800-829-3976 or *http://www.pcexpo.com* .

June 16–18 The AS/400 Strategies Conference. Chicago, IL. DCI. Contact: (978)470-3880, or *http://www.dci.com* .

June 22–24 The Knowledge Management Conference. Boston, MA. DCI. Contact: (978)470-3880, or *http://www.dci.com* .

June 23–25 Windows NT Expo. Boston, MA. DCI. Contact: (978)470-3880, or *http://www.dci.com* .

June 24–26 Building Data Warehouses and Data Marts to Deliver Measurable Business Benefits. Dallas, TX. DCI. Contact: (978)470-3880, or *http://www.dci.com* .

June 25–27 Graphix East 98. PA. Graphic Arts Show Company, Inc. Contact: *http://www.gasc.org* .

Classes, Seminars, Workshops

March

March 25 Hands-On Advanced Beginning Mac. Santa Monica. LAMG. Contact: (310)319-1821, *lamg@lamg.org* , or *http://www.lamg.org* .

March 25 Windows NT Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech* .

March 27-28 Hands-On Intro to Photoshop. Santa Monica. LAMG. Contact: (310)319-1821, *lamg@lamg.org* , or *http://www.lamg.org* .

March 28 Upgrading to System 8.1. Santa Monica. LAMG. Contact: (310)319-1821, *lamg@lamg.org* , or *http://www.lamg.org* .

March 28 Year 2000 Issues. Oakhurst. Oakhurst/Yosemite Internetworking Services. Contact: (209)683-1499, *info@seeyosemite.com* , or *http://www.seeyosemite.com* .

March 30 Introduction To Computer Networking. Oakhurst. Oakhurst/Yosemite Internetworking Services. Contact: (209)683-1499, *info@seeyosemite.com* , or *http://www.seeyosemite.com* .

March 31-April 1 Hands-On Inter-Adv Photoshop. Santa Monica. LAMG. Contact: (310)319-1821, *lamg@lamg.org* , or *http://www.lamg.org* .

April

April 1 Windows NT Specialist. Irvine. CSULB. Contact: Mark Smith (562)985-8452 or *http://www.uces.csulb.edu/sci-tech* .

April 1–May 13 Prepress and Digital Output. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

April 4–May 30 Advanced Adobe Photoshop for Digital Imaging. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

April 4–May 30 Advanced Authoring with Macromedia Director 6.0. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

April 5 HTML Basic Web Designing. Long Beach. MegaByte Coffeehouse. Contact: (562)986-6892.

April 6–10 Oracle DBA, Backup, and Recovery. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech* .

April 8 Windows NT Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech* .

April 9 Office Applications Support Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech* .

April 11 Oracle & Oracle Financials Class. Bellflower. Computer Resolutions. Contact: (562)804-0470, or *http://www.computer-resolutions.com* .

April 13–May 11 Soundedit and Sound Integration. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

April 15 Windows NT Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech* .

April 16 Office Applications Support Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech* .

April 18–May 30 Microsoft Access 97, Part 3. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

April 18–May 9 Microsoft PowerPoint 97. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

April 19 Intro. to Windows '95. Long Beach. MegaByte Coffeehouse. Contact: (562)986-6892.

April 21–May 5 Using the Internet for International Business. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

April 21–May 5 Find It on the Internet. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

April 22 Windows NT Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech* .

continued on page 232

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Apr. 12th Sun. $5. RIVERSIDE CONVENTION CENTER (Riverside)
3443 Orange St., 91fwy to University, Westbound to Orange

Apr. 18-19 Sat/Sun $5. GLENDALE CIVIC AUDITORIUM (City of Glendale)
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Apr. 25th Sat. $5. SAN BERNARDINO NATIONAL ORANGE SHOW FAIRGROUNDS
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May. 2-3 Sat/Sun $5. ORANGE COUNTY FAIRGROUNDS (Costa Mesa)
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May. 16-17 Sat/Sun $5. GLENDALE CIVIC AUDITORIUM (City of Glendale)
1401 N. Verdugo Rd, 2-fwy to Mountain, Westbound to Corner of N. Verdugo

May. 23-24 Sat/Sun $5. RIVERSIDE CONVENTION CENTER (Riverside)
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MAR. 28-29 Las Vegas: CASHMAN FIELD
SAT & SUN 10-5PM 850 LAS VEGAS BLVD., NORTH, LAS VEGAS

Regular 1st week of April
APR. 4-5 CAL. STATE, NORTHRIDGE
SAT & SUN 10-5PM 18111 NORDHOFF STREET, NORTHRIDGE (STUDENT UNION)

APR. 18-19 Las Vegas: CASHMAN FIELD
SAT & SUN 10-5PM 850 LAS VEGAS BLVD., NORTH, LAS VEGAS

NO MAY SHOW FOR NORTHRIDGE

★★ MAY 16-17 PASADENA CONV. CENTER
SAT & SUN 10-5PM 300 E. GREEN STREET, PASADENA

MAY 23-24 Las Vegas: CASHMAN FIELD
SAT & SUN 10-5PM 850 LAS VEGAS BLVD., NORTH, LAS VEGAS

Regular 1st week of June
JUN. 6-7 CAL. STATE, NORTHRIDGE
SAT & SUN 10-5PM 18111 NORDHOFF STREET, NORTHRIDGE (STUDENT UNION)

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ArtZ II 6x8*/12x12* ____ $195/289

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US Robatics
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56K*x2* Ext.PC ___ $119
56K*x2* Ext.PC 30$ Reb. $149
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Resources

Calendar Of Events

continued from page 228

April 23 Office Applications Support Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech*.

April 25 Adobe Photoshop 4.0. Long Beach. MegaByte Coffeehouse. Contact: (562)986-6892.

April 26 Internet Workshop for Beginners. Long Beach. MegaByte Coffeehouse. Contact: (562)986-6892.

April 27–May 18 Microsoft Publisher 97. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

April 29 Windows NT Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech*.

April 30 Office Applications Support Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech*.

May

May 2 Microsoft Networks Specialist (MCSE). Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech*.

May 3 HTML Basic Web Designing. Long Beach. MegaByte Coffeehouse. Contact: (562)986-6892.

May 6 Windows NT Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech*.

May 6–8 User-Centered Prototyping: Process and Product. Los Angeles. UCLA Extension. Contact: (310)825-3344, *mhenness@unex.ucla.edu*, or *http://www.unex.ucla.edu/shortcourses*.

May 7 Office Applications Support Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech*.

May 7 Microsoft Networks Specialist (MCSE). Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech*.

May 9 Designing Visual Interfaces. Los Angeles. UCLA Extension. Contact: (310)825-3344, *mhenness@unex.ucla.edu*, or *http://www.unex.ucla.edu/shortcourses*.

May 9 Oracle & Oracle Financials Class. Bellflower. Computer Resolutions. Contact: (562)804-0470, or *http://www.computer-resolutions.com*.

May 9–June 6 Microsoft Word 97 Part 3. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

May 13 Windows NT Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech*.

May 14 Office Applications Support Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech*.

May 17 Intro. to Windows '95. Long Beach. MegaByte Coffeehouse. Contact: (562)986-6892.

May 20 Windows NT Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech*.

May 21 Office Applications Support Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech*.

May 23 Adobe Photoshop 4.0. Long Beach. MegaByte Coffeehouse. Contact: (562)986-6892.

May 24 Internet Workshop for Beginners. Long Beach. MegaByte Coffeehouse. Contact: (562)986-6892.

May 27 Windows NT Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech*.

May 28 Office Applications Support Specialist. Irvine. CSULB. Contact: (562)985-8452 or *http://www.uces.csulb.edu/sci-tech*. ■

User Group Network

BULLETIN BOARDS

MULTIZONE

AceWeb Network. (818)891-0397, 782-3589, 240-6356; (805)257-1690; (213)255-1603; (310)479-6375; *http://www.aceweb.net* . Internet access, PPP, chat, files, TradeWars, MUD, MatchMaker, forums, 500 CDs, 10MB Web site included, free trial period. [Exp. #181]

Brain Toys BBS. (818)988-3550, 557-8697, 707-4476, 700-9877; (213)255-2495; (310)858-0070; *http://www.braintoys.com* , or telnet free: braintoys.com . MajorMud, 32 lines, TradeWars, DOOM 2, Backgammon, chat. Full Internet access, first month free, all ages. [Exp. #178]

Coffee Break BBS. (310)425-5710, 320-5000; (714)670-6500, 572-8800, 537-4300, 262-1200; (626)961-1700, 447-6100, 797-6400, (909)865-7533. General interest, 20 lines, chat, MajorMud, Trade-Wars, files, email. Free trial. Ultimate caffeine buzz! Sysop: Coffee. [Exp. #182]

Eden Online. (714)548-1900, 620-5336, 472-9456, 528-7226, (562)421-2420, (310)352-4199, 838-1707, (626)336-9322, (909)637-1600; Telnet: edenbbs.com , *http://www.edenbbs.com* . 14,400–28,800. Southern California's hottest online social club. Games, Chat, Parties, Contests, Major-Mud and more! 65 lines and FULL INTERNET! 2 week FREE Trial. Sysop: Daniel Vesely. [Exp. #180]

EOL Online. (626)296-1169, (213)666-0166, (818)783-4575 . 24 hrs., Fun local system, hosted chats, Farwest trivia, MatchMaker, Intelligent Pubs, CDs, live social events, free trial! Sysop: Boots [Exp. #178]

Exo BBS. (213)490-0556, 330-1609, 531-1608; (310)819-0554, 765-0554, 735-0554, 734-1908, 526-0594, 954-0534; (562)506-0531; (626)532-0684, 639-0554; (714)869-1501, 676-1501, 782-1502, 591-0554, 930-1601, 481-0028, 485-0028, 653-0309, 849-0574; (818)742-0554, 741-0572; (909)689-4534. *http://bbs.exo.com* ; Telnet: bbs.exo.com . 24 hrs., 2400-56,000. Support for Amiga, IBM, Mac. Email, full Internet, online games, messages bases, files area, Fidonet, chatting, and MORE! Free and pay accounts available. [Exp. #178]

Miller's Party Board. (213)569-9191, 727-0251; (310)815-0117, 212-3469; (562)425-7264, 929-4304; (626) 577-5880, 961-2458; (714)220-0887, 537-4436; (818)240-8296, 769-2302, 882-0142; Telnet: mpb.com. 24 hrs., 28,800. Chat, games including Major-Mud, Tradewars 2002, Crosswordz, Full Internet Access, forums, modem to modem gaming, live games, more. 7 day free trial. Sysop: Jack Stern. [Exp. #182]

TwiLight Hills BBS. (562)868-8470; (626)575-5063; (714)730-9242, 774-6146. 24 hrs., 14,400–28,800. Running MBBS. Trade Wars 2002, Major Mud, chat, many doors, live games. Adults 18 and over. Free trial period. Sysop: Anthony L. Mayer. [Exp. #178]

Westside. (213)316-4444; (310)484-1077; (562)634-9351; (626)723-4444; (714)857-4571; (805)526-2395; (818)999-6557; (909)340-2318. Games, chat, email, meets. More! Free 14-day trial. [Exp. #177]

213

OPAMP Technical Books. BBS. (213)957-6915. 8-N-1, 24 hrs., 300–14,400. Computers, engineering, business, trades, 20,000+ titles listed. 'KC' Hunter [Exp. #179]

310

Los Angeles Macintosh Group BBS. (310)451-LAMG. 8-N-1, 24 hrs. FirstClass, 16 lines. 40,000 calls/month. Shareware, forums include DTP, multimedia, WWW, employment exchange, classifieds, more. [Exp. #182]

Upper Transylvania BBS. (310)515-6843, 515-7953, 515-7995, 515-1757, 768-3399. 24 hrs., 14,400. Christian, family-oriented, 20 active CD-ROMs updated regularly. Free. Sysop: Ron Hoffman. [Exp. #181]

562

Bushidokai BBS. (562)698-8719; *http://members.tripod.com/~eqcitybbs/Index.htm* . 8-N-1-ANSI/RIP, 24 hrs., 33,600. Subs, Files, Online Games, Multi-Line/Networks, FREE Access, WWIV v4.24a. Logon as 'GUEST'. Sysop: The Animal. [Exp. #182]

Telery. (562)494-0909, Telnet: telery.com, *http://www.telery.com* . Chat, online casino, games, LORD, trivia, free Internet email/homepage. Sysops: Cobra & LUS. [Exp. #179]

626

Tele-Link Online. (626)339-5796, 966-4420. 8-N-1, 24 hrs., 33,600. Free, 16.4GB, Internet for $25/year with our browser. Sysop: Bob Deforge. [Exp. #178]

714

Social Injustice. (714)564-0319.28,800. Games, files, messages, more. Free access. Sysop: William Haworth. [Exp. #178]

The Abyss BBS. (714)848-9920. 8-N-1, 24 hrs., 300–33,600. WWIVnet, FidoNet echos, message bases, free file transfer section, online games and more. No fee! Sysop: Byte [Exp. #181]

The VIBA Connection. (714)454-7751. 8-N-1, 24 hrs., Up to 33,600. Free access. Files, games, forums, CD-ROM filebase. Since 2/94. Sysop: Robert Coop. [Exp. #178]

805

The BenchMaster's BBS. (805)473-9454 8-N-1, 24 hrs., Free. Files, messages and entertainment for the Amiga computer only! Oldest Amiga-only BBS in California. Lots of files the Aminet won't carry. Drop on by! [Exp. #179]

818

Earthquake City BBS. (818)368-3337; *http://members.tripod.com/~eqcitybbs/Index.htm* . 8-N-1, 24 hrs., 33,600. Free. All ages. Files, messages, games. Fee for Internet email, 1GB online. Sysop: Steven Libis. [Exp. #182]

909

Temple of the Dog. (909)982-3155. 24 hrs., 14,400. Completely free, WWIV 4.24a, Messages, Files, InterNET Newsgroups and Email, Instant Access. Sysop: Stone Temple. [Exp. #178]

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US Mail should go to: MicroTimes User Group, 1300 Clay St., Ste. 820, Oakland, CA 94612. **Faxes** are welcome at (510)768-1288. **Email** can be sent to: *sara.tassione@microtimes.com* , or MCI:MICROTIMES.

USER GROUPS

AMIGA

Amiga–San Gabriel Valley (ATUG). Meetings: 3rd Sat., 11 am–4 pm, 1st Southern Baptist Church, 4856 No. Golden West Ave., Temple City. Contact: Steve, (626)285-6424. [Exp:#179]

ATARI

ATESIG–Atari 8-Bit SIG. 145 Surf Pl., Seal Beach. Cooperative user group for model railroad applications. Contact: (562)430-5433 or *d.mcalliste2@genie.com* . [Exp:#181]

IBM AND COMPATIBLES

Greater South Bay PC Users Group. Meetings: 2nd Thurs., 7:30 pm, Torrance Recreation Center, behind Torrance main library. Contact: (310) 373-3989, or *bob.hudak@tsbbs.com* . [Exp:#179]

Long Beach IBM PC And Compatibles Users Group. Meetings: 3rd Wed., 7:00 pm, Masonic Temple, 5155 E. Pacific Coast Hwy., Long Beach. We welcome the novice and the experienced. BBS, video library, newsletter, SIGs. Contact: Jim Wells, (310)439-7114. [Exp:#181]

Los Angeles Computer Society. Meetings: 3rd Tues., 7:00 pm, Robert Frost Auditorium, Culver City High School, 4401 Elenda St., Culver City. Door prizes, vendor presentations, product review, special interest groups, BBS w/Internet email. Contact: (310)471-2726, or *http://geocities.com/~lacspcug/* . [Exp:#181]

NOCCC (North Orange County Computer Club). Meetings: 1st Sun, 9:00 am, Chapman University, 333 N. Glassell Ave., Orange. Speakers on hardware/software/Internet, 25 SIGs, demonstrations, newsletter, helpline, raffles, consignment table, member benefits. Call: (714) 998-8080 or *http://www.noccc.org* . [Exp:#182]

Orange County IBM PC Users Group. Meetings: 2nd Tues., 6:30 pm. Speakers, software, newsletter, BBS. Open to public, all welcome. Contact: (714)990-0580, or *orcopug@prodigy.com* . [Exp:#181]

Pasadena IBM Users Group. Meetings: 1st Wed., 7:00–9:30 pm, 2184 N. Lake Ave., Altadena. Speakers on hardware/software, demonstrations, SIGs, library, newsletter, and Web site. Call: Steve Bass, (626)791-1300, or *http://www.pibmug.org* . [Exp:#181]

Saddleback Valley PC Users Group. Meetings: 3rd Sat., 9:00 am, Saddleback College, 28000 Marguerite Pkwy., Room 205, Business and General Studies Bldg., Mission Viejo. Newsletter, question/answer period, demos, shareware software library. Beginners or experienced users are welcome. Contact: (714)582-4623 or *JeromeMan@aol.com* . [Exp:#181]

San Gabriel Valley Technology Users Group. Meetings: 2nd Fri., 7:00 pm, Arcadia Park Senior Citizen's Center, 405 S. Santa Anita Ave., Arcadia. Support for Tandy and IBM compatibles, newsletter, RAM session. Contact: Jack Nock, (626)578-0411, or *jack.nock@worldnet.att.net* . [Exp:#181]

Santa Clarita Valley PC Group. Meetings: 2nd Weds., 7:00 pm, Valencia Town Center Community Room. Contact: (805)298-1680. [Exp:#179]

Thousand Oaks Personal Computer Club (TOPCC). Meetings: 4th Thurs., 7:30 pm, Goebel Senior Center, 1385 E. Janss Rd., Thousand Oaks. Programs are targeted at novice to expert levels of computer knowledge. Contact: Harry (805)495-8325 or Eli (805) 496-8053. [Exp:#182]

Tug-Net. Meetings: Every Tues., 7:00 pm, Glendale Federal Bank, 7119 Topanga Canyon Blvd., Canoga Park. Ample parking. Contact: (818)249-1629, 884-9441, or *http://www.tugnet.org* . [Exp:#181]

Valley Computer Club (VCC). Meetings: 2nd Tues., 7:00 pm, Burbank YMCA, 321 E. Magnolia Blvd., Burbank (wheelchair access). Vendor presentations, SIGs, newsletter. All welcome. Contact: Grayce Hruda, (818)842-3707, *burvally@pacificnet.net* , or *http://www.pacificnet.net/~burvally* . [Exp:#182]

INTERNET

LA Webspinners. Meetings: 1st Sat., 10:00 am, 10800 West Pico Blvd, Corner of Overland Avenue at theWestside Pavillon Mall, Community Room, 3rd Floor, Los Angeles. Contact: *http//www.la.iics.org* . [Exp:#182]

Visual Interdev User Group. Meetings: 3rd Mon., 7:00 pm, San Gabrial Valley Web site developing. Contact: (909)625-6202, or *cherokeeguy@juno.com* . [Exp:#182]

MACINTOSH

Champions Of The Mac Proletariat (CHOMP). Meetings: 4th Thurs., 7:00 pm. Bauer Forum, Claremont McKenna College, Claremont. Q&A; raffle of useful software; vendor presentations; exchange views, opinions, expertise. Contact: Al Seltzer, (909)626-7784 or *AlSeltzer@aol.com* or Mitch Cohen, (909)605-1000, ext. 11, or *http://www.chompmug.org* . [Exp:#182]

Los Angeles Macintosh Group (LAMG). Meetings: 4th Thurs., 7:30 pm, Call for location. Vendor presentations, raffle, 25+ SIGs, seminars, hands-on classes, BBS, monthly magazine. Guests welcome. Contact: (310)319-1821 or *http://www.lamg.org* . [Exp:#182]

West Orange County Mac User Group (WOCMUG). Meetings: last Tues., 7:00 pm,The 'Friendliest Mac Club Around' features the latest news about Mac, Q&A, vendor presentations, demos, raffles, and a newsletter. Call: Lynn, (714)892-8910. [Exp:#182]

Whittier Area Macintosh User Group. Meetings: 2nd Sat., 9:30 am, CFF Church, 14322 Telegraph Rd., Whittier. Beginner to experienced. Q&A, demos, raffle, hot disk, SIGs, newsletter. Contact: (562)906-0059 or *http://www.geocities.com/SiliconValley/Pines/6042/* . [Exp:#181]

NETWORKING

OCNET–Orange County NetWare Users Group. Meetings: 2nd Tues. 6:30 pm, Novell, 18101 Von Karmon, 5th floor, Irvine. Specializes in Novell NetWare solutions. Contact: (714)258-7832. [Exp:#182]

Orange County Network Gaming Group. Play multiplayer games on a LAN. Date/time/location to be announced. Contact: Neil, (714)840-9011, *outlaw@linkline.com* . [Exp:#181]

MISCELLANEOUS

OCCUG (Orange Coast Corel Users Group. Meetings: 2nd Sat., 9:00 am, Huntington Beach Adult School, 1666 Tunstall Ln., Huntington Beach. Demos by a certified COREL instructor, Newsletter, Giveaways, Guest Experts, all welcome. Contact: Wayne Kaplan, (714)968-2509, or *http://wjkaplan.com/oc-cug* . [Exp:#181]

The Video Toaster Group (TVTG). Meetings: 2nd weekend each month, Los Angeles. Support for users of NewTek products, beginner-advanced. Demos, tutorials, help. Contact: Glenn (818)240-0399 or email Dan at *janmoore@empirenet.com.* [Exp:#182]

WINDOWS

Power Graphics User Network (PGUN). Meetings: Last Tues., 7:30 pm, Glendale. Windows-based graphics and publishing applications (CorelDRAW, Ventura Publisher, Picture Publisher, Kai's PowerTools) and techniques for image editing, Web Design, 3-D, multimedia, etc. Contact: Randy Tobin, (818)955-5830, or *http://www.thetadata.com* . [Exp:#181]

VANTUG–Valley Area NT Users Group. Meetings: 2nd Tues., 6:30 pm, MicroAge, 8120 Balboa Blvd., Van Nuys. Beginner to advanced, presentations, Q&A, SIGs, excellent topics. Contact: Jim Webster (818)710-1800, *jweb@fishnet.net* , or *http://www.vantug.org* . [Exp:#179]

ASSOCIATIONS

AITP—California Southland Association of Information Technology Professionals. Meetings: 3rd Wed., 6:30 pm, Gateway Plaza Holiday Inn, 14299 Valley View, La Mirada (I-5 at Valley View exit). A professional association providing new technology, management topics, networking, and education to the Orange County/L.A. area. Contact: Cathy Grammer-Margolin, (714) 647-1617 or 645-5950, *http://members.aol.com/calsoudpma* . [Exp:#179]

Independent Computer Consultants Association (ICCA). Meetings: 2nd Thurs., 6:00 pm, Sportsman's Lodge, 12825 Ventura Blvd., Studio City. An organization promoting professionalism, expertise, and ethics in the provision of computer services and awareness of the availability of such services by independent professionals. (213)872-1811. [Exp:#179]

Internet Developers Association. Meetings: Last Tues., 7:00 pm, 21st Fl., 1999 Ave. of the Stars, Century City. Hook up with fellow Web developers and service providers. Free presentations at each meeting. Contact: Corinna Moebius, (310)397-8854. [Exp:#179]

Webmasters' Guild. Meetings: The country's first professional association of Web masters is establishing an OC chapter. Contact: Sussette Blasa, *stblasa@earthlink.net* . [Exp:#179]

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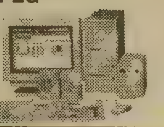

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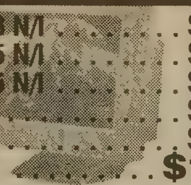

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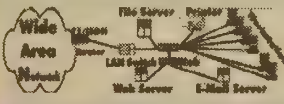

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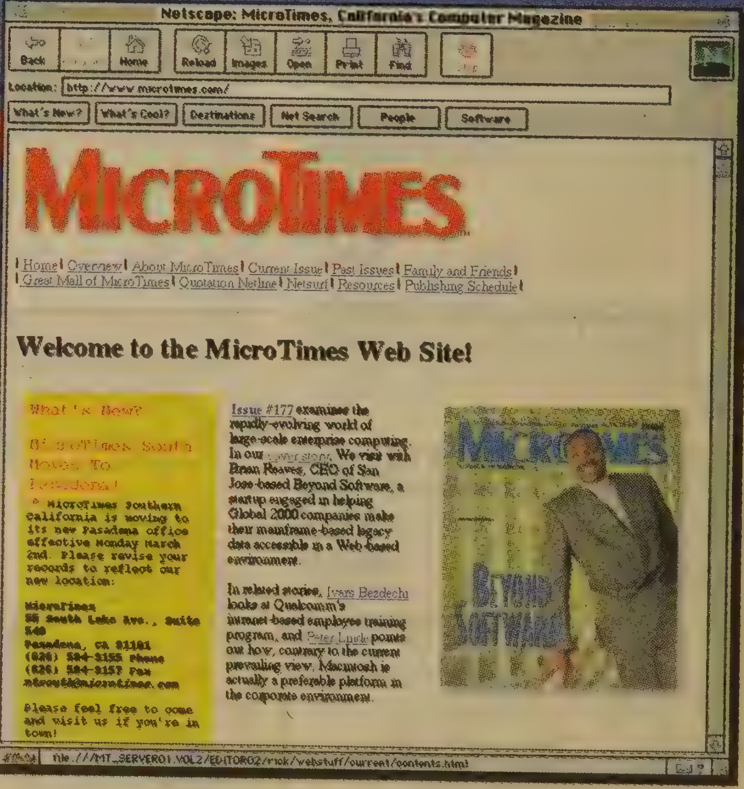

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Issue #177 examines the rapidly-evolving world of large-scale enterprise computing. In our cover story, We visit with Brian Reaves, CEO of San Jose-based Beyond Software, a startup engaged in helping Global 2000 companies make their mainframe-based legacy data accessible in a Web-based environment.

In related stories, Ivars Bezdechi looks at Qualcomm's intranet-based employee training program, and Peter Lunde points out how, contrary to the current prevailing view, Macintosh is actually a preferable platform in the corporate environment.

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Small Office/Home Office

continued from page 104

PRO-MAS 102: Add the total Individual ICPs to determine the Base ICP.

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+ CLYDETTE @ $178.67
$390.60 Total Base ICP

Individual ICPs are divided by the Base ICP to determine percentages, rounding off from the third to the second place decimal point to divvy up otherwise fractional amounts.

CLYDE:
$211.93 ÷ $390.60 = 0.5425755 = 54.25755% = 54.26%
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[for a total of] **US$786.22**

The author goes on to give other examples. Basically all contributions are turned into their cash value by mutual agreement. Then each person gets a chunk of the proceeds that is proportional to their share of the investment. Simple? Yes. But it could save a lot of grief in collaborative jobs if friends worked out exactly what they had coming before they started working together. Many a friendship has foundered because friends collaborated, but could not bring themselves to talk about money in advance.

Do visit this site if you are thinking of entering a collaborative project. ■

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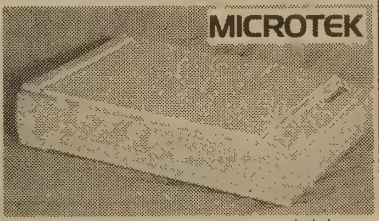

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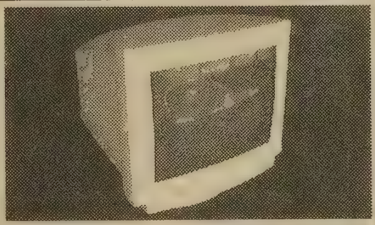

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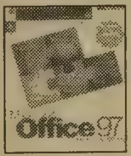

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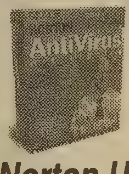

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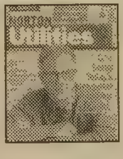

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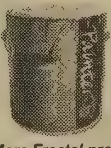

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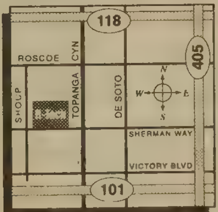

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Big Iron Meets The Web

continued from page 148

thinking of spending money on anything that doesn't support their core competency, banking, then in my mind that would be a waste.

Companies who try to extend their business outside of their core competency will fail because it's outside of their core competency. The technology might be there, but they'll fail for other reasons.

Or have to grow a new company to support it.

Right.

The smart companies are the ones who say, "Here's my core competency. Here are my important business assets. Here's how, at a minimum, I need to extend it."

You can always beautify it, make flames shoot off the page or whatever, but the bottom line is, most humans just want better capabilities. We all are very visual and graphical, but that all wears off. That's worn off with the "hits" example—now people want to do meaningful things. If all this other stuff keeps them from doing meaningful things, that's very very wasteful.

We try to counsel our customers and say "Baby steps. Start with your system and your core competency; this is the system you want to Web-enable. Put a nice little graphical simple front end to it, work out all those details, and then if you really want to extend it to where you want to do some wild things, you'd better make sure that you have all the skills necessary to do that."

That's why I think client/server, in essence, has failed previously, though people are getting better at it. They read in a magazine that you can get rid of your mainframe, and in two months, your mainframe's gone, you'll have a cheaper computing paradigm, and it's real easy. "This is simple stuff, folks. How could it be hard?"

A lot of companies really believed that hype, and they didn't have the necessary skills and knowledge to be able to undertake these projects, and they failed. What did they do then? They outsourced it. Then they spent another $100 million, and they still weren't getting the return on the investment. A lot of those companies are now saying. "Oops, we made a mistake. Let's look back at what we did well. Oh, that was a mainframe? Well, let's see how we can build on that, on what we already know."

This reflects another trend that Internet commerce seems to be driving: intense specialization. Are you seeing more fragmentation in the market as people focus?

I think we need to get to specialization. I think too many people are trying to do everything. People need to get back to basics, and if they are going to get into another type of business, to bring in a specialized group that can do that. Or get ahead of yourself, and hire and train that group, so when you decide to jump into that business, you already have a well-trained group that can take that on.

We talk about the upsides of the Web, but there are some downsides. Once you get technology, and people get access to stuff, they think that they really can do everything. I've seen a number of companies, especially in this valley, go under because they thought they could do it. They thought "this technology is strong enough for us to do everything."

It's not that simple. It really still comes down to what it takes to build a solid business, and it takes an intense amount of expertise in the subject matter in which you want to be number one or number two, at worst; you can't be number ten. You can't be passé or an average player in any market anymore, because the competition is just too intense. ■

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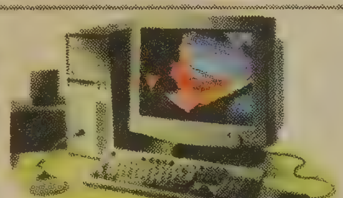

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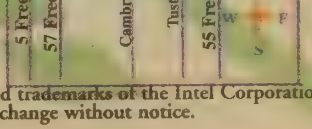

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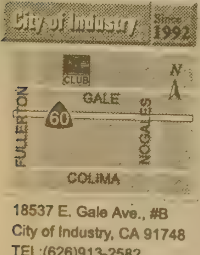
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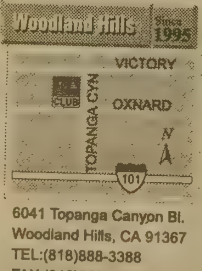
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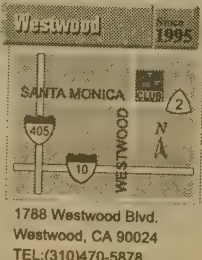
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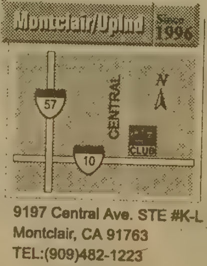
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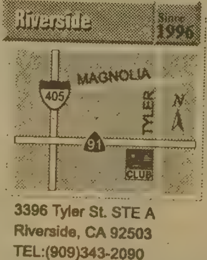
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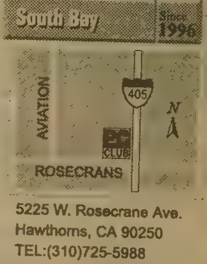
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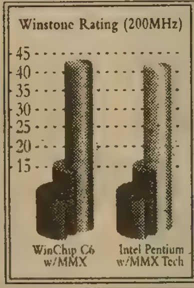

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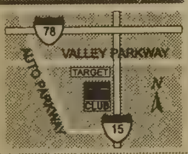
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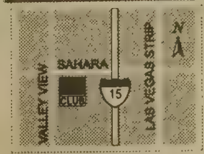
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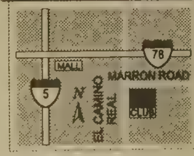
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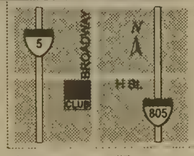
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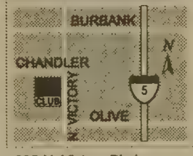
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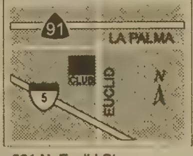
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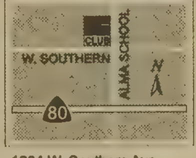
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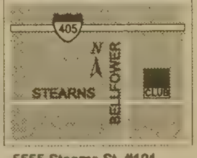
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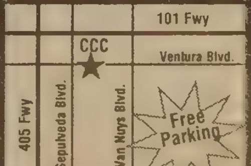

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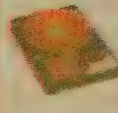

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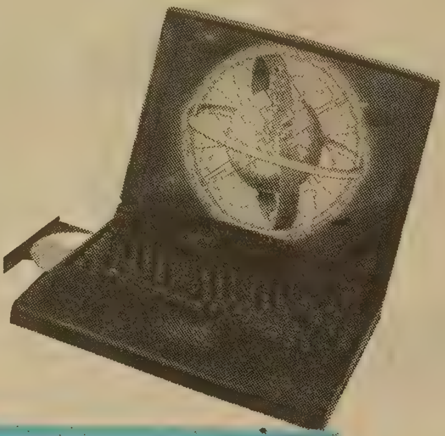

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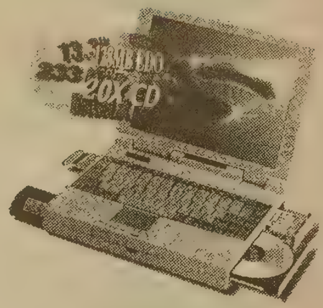

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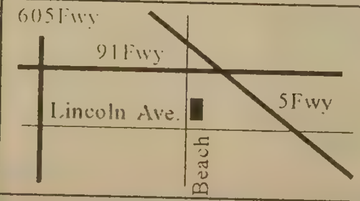

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DVORAK'S LAST COLUMN • BY JOHN C. DVORAK

Our Computers Are Killing Time

Or, When Do We Get Something That Works?

It was an old Indian I met in New Mexico who said, "There are 44 moments in time when things change for the worse. It's a pattern of decay. It's no different with your technologies." He then threw the floppy disk into the fire in the center of the teepee. This, of course, caused a plastic fire which filled the teepee with smoke. Black smelly smoke. In his haste to poke the disk out of the fire, the disk got stuck to the stick. He flung it around wildly until the disk flew off the stick and stuck like glue, still burning, onto the side of the teepee. This wasn't good. The teepee itself began to burn and within five minutes was nothing but a heap of ashes.

The old Indian stood there with a tear in his eye. "See how dangerous these computers are!" He looked to the sky and shook his fist at the heavens. "I curse you Microsoft!"

Typical, I thought to myself, blame Microsoft for everything. I had myself been blaming Microsoft for the decimation of not one but two of my computers. One machine was made unusable by my idiotic attempt to install Windows 98 onto it as a lark. It seemed fine but too many programs didn't work. This is the trend with these computers. Eventually, all software will be Microsoft because nothing else will run. For this assertion I'm called a Microsoft "basher." Anyway, the uninstall of Windows 98 is what really caused the problem. My computer never ran after that and I have to ask myself, "What was I thinking?" This was a beta and betas seldom work right. That's why they are called beta. The trouble is that over the years Microsoft has been releasing betas that have run fairly well and the Windows 98 beta has a good reputation. I know a number of people who run it with no complaints. But exactly what they are running on it may not be too complex.

Some years back, I used to have a rule and would tell people to "wait a year" before buying any software or hardware. It takes about that long for the serious bugs to be worked out of the system. For some dumb reason I got caught up in the frenzy stirred up by Netscape and its Internet year nonsense. Waiting a year suddenly became waiting a month. Then there was the Pentium frenzy with a new machine coming out monthly. It started with the Pentium 60, then the 66, 75, 90, 100, 133, 166, 200, 233, 266, 300—how many clock speeds do we need? Yikes. It seemed ridiculous since the incremental differences just confuse the market. I think jumping 66 to 133 to 300 would have been fine, but I sure don't want to tell Intel how to do its job. Imagine, though, if those were horsepowers in car engines. Do you think GM would offer all those options?

In some ways, my grumblings about beta code that doesn't work is the worse fear of a software company. "It's beta, you idiot! It's *not supposed* to work." Still, it should work better than this!

On my second computer, I attempted to install Windows 98 with the same result, disaster. This time it generated a horrid boot-up Windows Protection Error—the worst thing that can happen—and the product simply wouldn't install. It got to the 14-minutes left mark, couldn't identify some hardware, and died right on the spot. Each attempt to reboot got stuck at the 14-minutes left position. Curiously, the Windows 98 boot disk that the installation created didn't work right. Whatever CD-ROM driver was put on there simply wouldn't see the CD-ROM on the system. This to me was incredible. Examples of both uninstall and the emergency boot disk not working is inexcusable and I have to assume that Microsoft is rushing this thing to market.

It's possible that Microsoft has put itself on a growth treadmill that it cannot sustain much longer. There is absolutely no reason Microsoft should be doing anything more than fixing bugs in Windows 95—we don't need a new, even more bloated OS. My friends who are using and happy with Windows 98 say it works better than Win 95. I ask, "How can it work better over time as the code size has gotten massive?"

Back during the transition from CP/M to MS-DOS a lot of patchwork programs were put on the market. Old 8-bit, Z-80 programs were patched to get them to work on the 8080. There were a number of guys who could do this better than anyone and they'd be hired to come in and patch a program to get it to work so it could be rushed to market. When the product was done it worked fine but couldn't be easily fixed or upgraded because the code was a mess. This was called spaghetti code. These fix-it types never bothered to document anything and more than a few programs spent years in limbo until they could be recoded from scratch.

Windows in an odd way is similar to this. While not spaghetti code in the old sense, it's becoming spaghetti code. I say this because of its weird design and its reliance on flaky DLL's for overlays. Even worse is the registry. The problem I had with the machine that choked on the Windows Protection problem and wouldn't boot was eventually traced to a bad bit someplace in the registry. It couldn't be corrected because no techie in his right mind at Microsoft or elsewhere will touch the registry. And apparently nobody knows how it actually works. In fact, Windows should be rebuilt from the ground up using a different design theory. But even Microsoft doesn't want to do this.

Some people would argue that Windows NT is Windows built from the ground up, but I'm not convinced that Windows NT is the answer. This is a serious corporate-type operating system. While old-timers always criticized DOS for being not much more than a file loader, saying that it was not a *true* operating system, I wonder if that isn't all we should really have on these machines.

Too late to go back now. So I'll just sit here and suffer. Just like the Indian. ■

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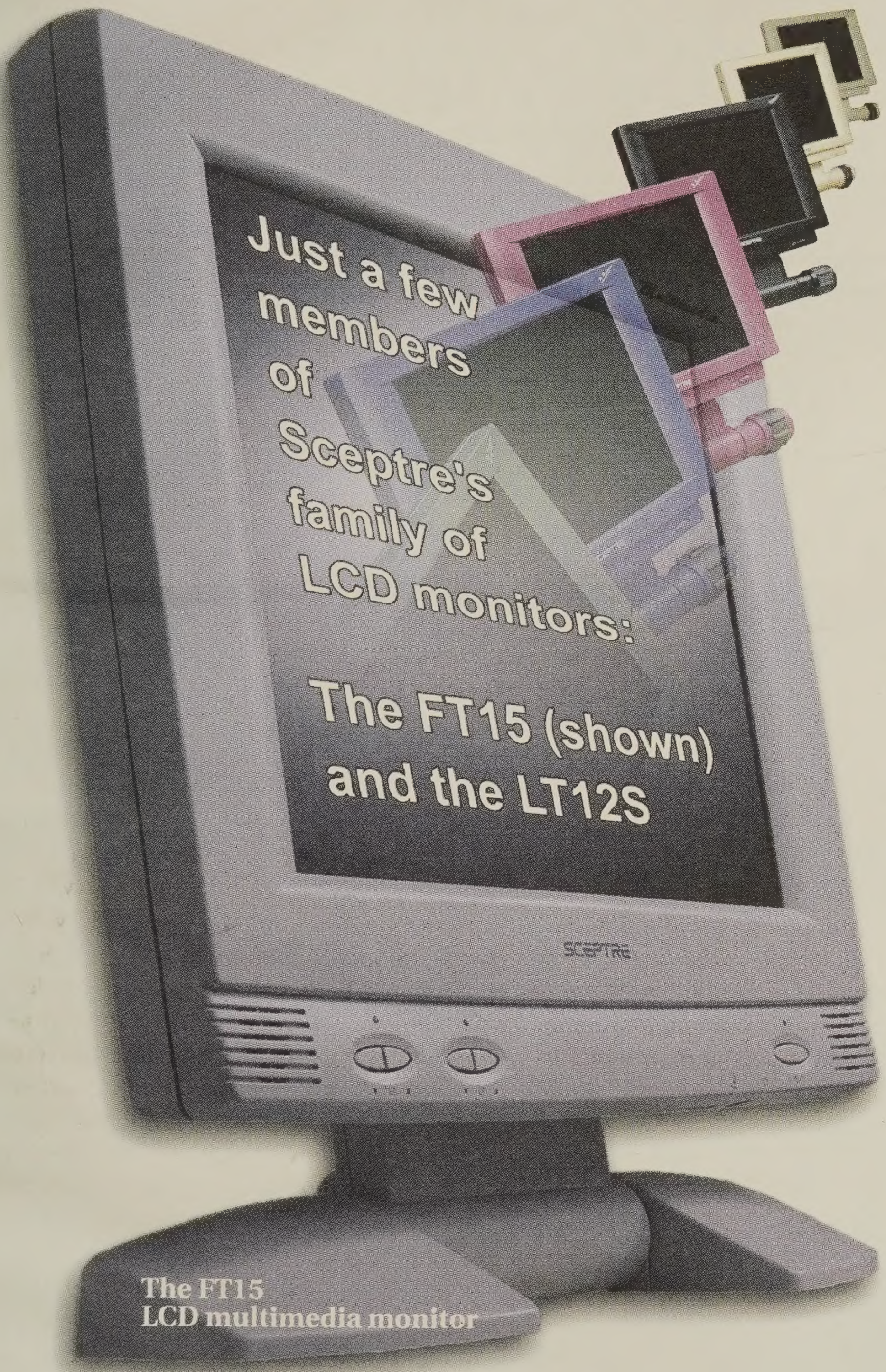
Been There, Done That!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